

# 1992

# Census of

# Wholesale Trade

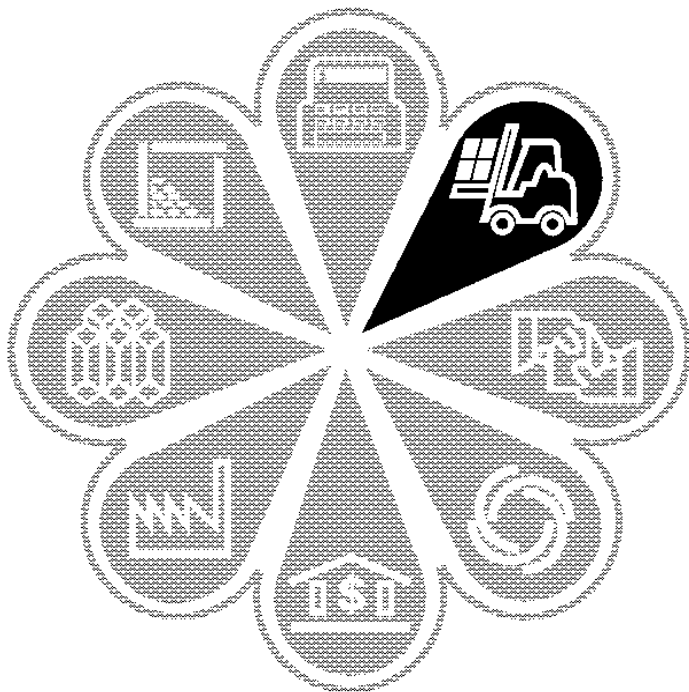
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WC92-A-27

GEOGRAPHIC AREA SERIES

# Montana

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Many persons participated in the various activities of the 1992 Census of Wholesale Trade. The overall planning and review of the census operations were performed by the Economic Census Staff of the Economic Planning and Coordination Division.

This report was prepared in the Services Division. **Bobby E. Russell**, Assistant Chief for Census Programs, was responsible for the overall planning, management, and coordination of the census of wholesale trade. Planning and implementation were under the direction of **John R. Trimble**, Chief, Wholesale Census Branch, with primary staff assistance by **Steven L. Barron**, **John L. Vignali**, **Gary E. Swenson**, **Scott P. Handmaker**, **Daniel C. Collier**, **Barbara A. Collier**, **Cary L. Fletcher**, **Dennis R. Johnson**, and **Karen K. Sigmon**.

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If you have any questions concerning the statistics in this report, call 301-763-5281.

# 1992 Census of Wholesale Trade

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GEOGRAPHIC AREA SERIES

## Montana

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# Introduction to the Economic Census

## PURPOSES AND USES OF THE ECONOMIC CENSUS

The economic census is the major source of facts about the structure and functioning of the Nation's economy. It provides essential information for government, business, industry, and the general public.

The economic census furnishes an important part of the framework for such composite measures as the gross domestic product, input/output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.

Policymaking agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.

State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.

Trade associations study trends in their own and competing industries and keep their members informed of market changes.

Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

## AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in 2 and 7. The 1992 Economic Census consists of the following eight censuses:

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Financial, Insurance, and Real Estate Industries
- Census of Transportation, Communications, and Utilities
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1992 Census of Agriculture and 1992 Census of Governments are conducted separately.) The next economic census is scheduled to be taken in 1998 covering the year 1997.

## AVAILABILITY OF THE DATA

The results of the economic census are available in printed reports for sale by the U.S. Government Printing Office and on compact discs for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Bureau of the Census, Washington, DC 20233-8300. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State data centers in every State as well as business and industry data centers in many States also supply economic census statistics.

## WHAT'S NEW IN 1992

The 1992 Economic Census covers more of the economy than any previous census. New for 1992 are data on communications, utilities, finance, insurance, and real estate, as well as coverage of more transportation industries. The economic, agriculture, and governments censuses now collectively cover nearly 98 percent of all economic activity.

Among other changes, new 1992 definitions affect the boundaries of about a third of all metropolitan areas. Also, the Survey of Women-Owned Businesses has now been expanded to include all corporations.

## HISTORICAL INFORMATION

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1963, 1958, and 1954. Prior to that time, the individual subcomponents of the economic census were taken separately at varying intervals.

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 Manufactures Census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 Economic Census was the first census to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. It was the first census to be taken by mail, using lists of firms provided by the administrative records of other Federal agencies. Since 1963, administrative records also have been used to provide basic statistics for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic census, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The census of construction industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The census of transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks, but expanded in 1987 to cover business establishments in several transportation industries. For 1992, these statistics are incorporated into a broadened census of transportation, communications, and utilities. Also new for 1992 is the census of financial, insurance, and real estate industries. This is part of a gradual expansion in coverage of industries previously subjected to government regulation.

The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic census in 1972 along with the Survey of Women-Owned Businesses.

An economic census has also been taken in Puerto Rico since 1909, in the Virgin Islands of the United States and Guam since 1958, and in the Commonwealth of the Northern Mariana Islands since 1982.

Statistical reports from the 1987 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

## AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the census provides complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, with the results appearing in publication series such as Current Business Reports (retail and wholesale trade and service industries), the Annual Survey of Manufactures, Current Industrial Reports, and the Quarterly Financial Report. Most of these surveys, while providing more frequent observations, yield less kind-of-business and geographic detail than the census. The County Business Patterns program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

## SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1992 Economic Census and Related Statistics*. More information on the methodology, procedures, and history of the census will be published in the *History of the 1992 Economic Census*. Contact Customer Services for information on availability.

# Census of Wholesale Trade

## GENERAL

The 1992 Census of Wholesale Trade, part of the 1992 Economic Census, covered wholesale trade as defined in the *Standard Industrial Classification (SIC) Manual*.<sup>1</sup> It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; other wholesalers; or industrial, commercial, institutional, farm, or professional users. Companies selling products to which they have title, as well as those acting as agents or brokers in buying or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to other establishments within the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1992 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operated wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales of products by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

## CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business

classification is not considered a disclosure, therefore, this information may be released even though other information is withheld.

## GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget (OMB) as of June 30, 1993. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000<sup>2</sup> and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the OMB as of June 30, 1993. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.<sup>2</sup> Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan areas (MA's).
6. Each county or county equivalent.<sup>3</sup> Counties are the primary divisions of States, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their States. These places are treated as counties and as places.
7. Each consolidated city.<sup>3</sup> Consolidated cities are consolidated governments which consists of separately incorporated municipalities.
8. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.<sup>2 3</sup>

<sup>1</sup>*Standard Industrial Classification Manual: 1987*. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

<sup>2</sup>According to 1990 Census of Population or subsequent special census.

<sup>3</sup>Those defined as of January 1, 1992.

For the economic census, boroughs and census areas in Alaska, and boroughs in New York, are not included in this category.

9. Special economic urban areas (SEUA's), which include townships in Michigan, New Jersey, and Pennsylvania and towns in New York, Wisconsin, and the six New England States with 10,000 inhabitants or more.<sup>4</sup>

## DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1992 data are expressed in 1992 dollars and 1987 data in 1987 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred

## RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Census Bureau obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

## SPECIAL TABULATIONS

Special tabulations of data collected in the 1992 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape,

<sup>4</sup>According to 1990 Census of Population or subsequent special census.

or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Services Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 1-800-541-8345.

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in this publication:

–	Represents zero.
(D)	Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.
(IC)	Independent city.
(NA)	Not available.
(NC)	Not comparable.
(X)	Not applicable.
CMSA	Consolidated metropolitan statistical area.
MA	Metropolitan area.
MSA	Metropolitan statistical area.
n.e.c.	Not elsewhere classified.
PMSA	Primary metropolitan statistical area.
pt.	Part.
r	Revised.
SEUA	Standard economic urban area.
SIC	Standard Industrial Classification.

The following symbols are used in this publication to show employment size ranges for employment data that has been withheld to avoid disclosing data for individual companies (employment size range codes are provided for the first time in the 1992 Economic Census):

Symbol	Employment size
AA	0—19
BB	20—99
CC	100—249
EE	250—499
FF	500—999
GG	1,000—2,499
HH	2,500—4,999
II	5,000—9,999
JJ	10,000—24,999
KK	25,000—49,999
LL	50,000—99,999
MM	100,000 or more



# Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table									
	1	2	3	4	5	6	7	8	9	10
<b>GEOGRAPHIC AREAS</b>										
The State .....	X	X	X						X	X
Metropolitan Areas (MA's) in the State.....							X			
Area of the State not in any MA .....								X		
Counties in the State .....				X						X
Places in the State .....				<sup>2</sup> X	<sup>1</sup> X	<sup>1</sup> X			<sup>2</sup> X	
<b>DATA ITEMS<sup>3</sup></b>										
Establishments.....	X		X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X		
Sales .....	X		X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	X	X
Annual payroll .....	X		X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X		
First-quarter payroll.....	X									
Paid employees for pay period including March 12, 1992 .....	X		X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X		
Inventories .....	X									
Operating expenses .....	X									
Sales per establishment.....		X								
Sales per employee .....		X								
Annual payroll per employee.....		X								
Annual payroll as a percent of operating expenses.....		X								
Employees per establishment.....		X								
Operating expenses as a percent of sales .....		X								
End-of-year inventories as a percent of sales....		X								
1987 to 1992 comparative statistics (sales, payroll, etc.).....			X							
Counties ranked by volume of sales .....										X
Places ranked by volume of sales.....									<sup>2</sup> X	

<sup>1</sup>Includes areas with 200 wholesale establishments or more.

<sup>2</sup>Includes places with 2,500 inhabitants or more, according to the 1990 Census of Population.

<sup>3</sup>See Explanation of Terms, appendix A.

<sup>4</sup>Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."

<sup>5</sup>Presented for total and merchant wholesalers only.

# Users' Guide for Locating Statistics in the 1992 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales (\$1,000)	Payroll (\$1,000)	Number of employees	Inventories (\$1,000)	Operating expenses (\$1,000)	Commodity line sales (\$1,000)	Sales size and employment size <sup>1</sup>	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
<b>GEOGRAPHIC AREA SERIES</b>											
United States .....	X	X	X	X	X	X	X				
State .....	X	X	X	X	X	X	X				
MA .....	X	X	X	X	X						
County .....	X	X	X	X	X						
Place .....	X	X	X	X	X						
<b>ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)</b>											
United States .....	X	X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X		X	X		
<b>MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES</b>											
United States <sup>2</sup> .....		X	X		X	X			X		<sup>3</sup> X
<b>COMMODITY LINE SALES</b>											
United States .....	X	X					X				
State <sup>4</sup> .....	X	X					X				
MA <sup>4</sup> .....	X	X					X				
<b>MISCELLANEOUS SUBJECTS</b>											
United States .....	X	X	X	X	X	X				X	<sup>5</sup> X
State .....						X				X	
County .....						X				X	

<sup>1</sup>Establishments and firms.

<sup>2</sup>Merchant wholesalers only.

<sup>3</sup>Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

<sup>4</sup>Available on CD ROM only.

<sup>5</sup>Class of customer; employment by principal activity; detailed type of operation; inventory detail; commissions of agents and brokers; and gross margins, gross profits, and their components of merchant wholesalers.

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## Summary of Findings

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Montana had 1,853 wholesale establishments in 1992 with \$5.9 billion in sales. This represents a 2.7 percent increase in wholesale establishments and a 34.0 percent increase in sales over 1987 according to the 1992 Census of Wholesale Trade conducted by the Bureau of the Census, U.S. Department of Commerce.

Merchant wholesalers accounted for 90.4 percent or 1,676 of the total establishments and 81.6 percent or \$4.8 billion of the total sales in 1992 compared with 90.2 percent of the establishments and 75.4 percent of the sales in 1987. Manufacturers' sales branches and offices with 92 establishments and \$452.5 million in sales and agents, brokers, and commission merchants with 85 establishments and \$631.9 million in sales made up the rest of the wholesale trade total in 1992.

Grain and field beans wholesalers were the largest group of wholesalers by kind of business in terms of sales with \$983.6 million followed by petroleum bulk stations and terminals with \$665.0 million and general-line groceries wholesalers with \$631.5 million. Out of 69 kind of business groups, these three accounted for 38.7 percent of the total sales in the State.

Annual payroll for all wholesalers in the State was up from \$264.2 million in 1987 to \$343.0 million in 1992. Merchant wholesalers had annual payroll of \$310.5 million in 1992 while manufacturers' sales branches and offices recorded \$23.3 million and agents, brokers, and commission merchants had \$9.3 million.

Employment by all wholesalers in Montana as of mid-March 1992 was 16,401, an increase of 10.6 percent since 1987. Merchant wholesalers with 14,808 employees accounted for 90.3 percent of the total wholesale employment in 1992 compared with 89.7 percent in 1987.

Inventories of \$564.7 million were held at wholesale establishments in the State at the end of 1992. Merchant wholesalers held 95.4 percent of these inventories while manufacturers' sales branches and sales offices held 4.4 percent and agent, brokers, and commission merchants held .2 percent. Inventories of all wholesalers increased during 1992 by 2.7 percent while those of merchant wholesalers increased 3.0 percent.

Payroll per employee in the State averaged \$20.9 thousand for all wholesalers in 1992, an increase of 17.4 percent since 1987. Merchant wholesalers averaged \$21.0 thousand per employee while manufacturers' sales branches and offices was \$27.2 thousand and agents, brokers, and commission merchants were \$12.6 thousand in 1992.

Annual payroll as a percent of operating expenses for all wholesalers decreased from 49.5 percent in 1987 to 48.3 percent in 1992. The ratio for merchant wholesalers was 48.8 percent; for manufacturers' sales branches and offices it was 43.3 percent; and for agents, brokers and commission merchants it was 47.1 percent.

**Figure 1. Percent of Wholesale Sales by Type of Operation: 1992 and 1987**

(Percents may not add to 100 because of rounding. For meaning of abbreviations and symbols, see introductory text)

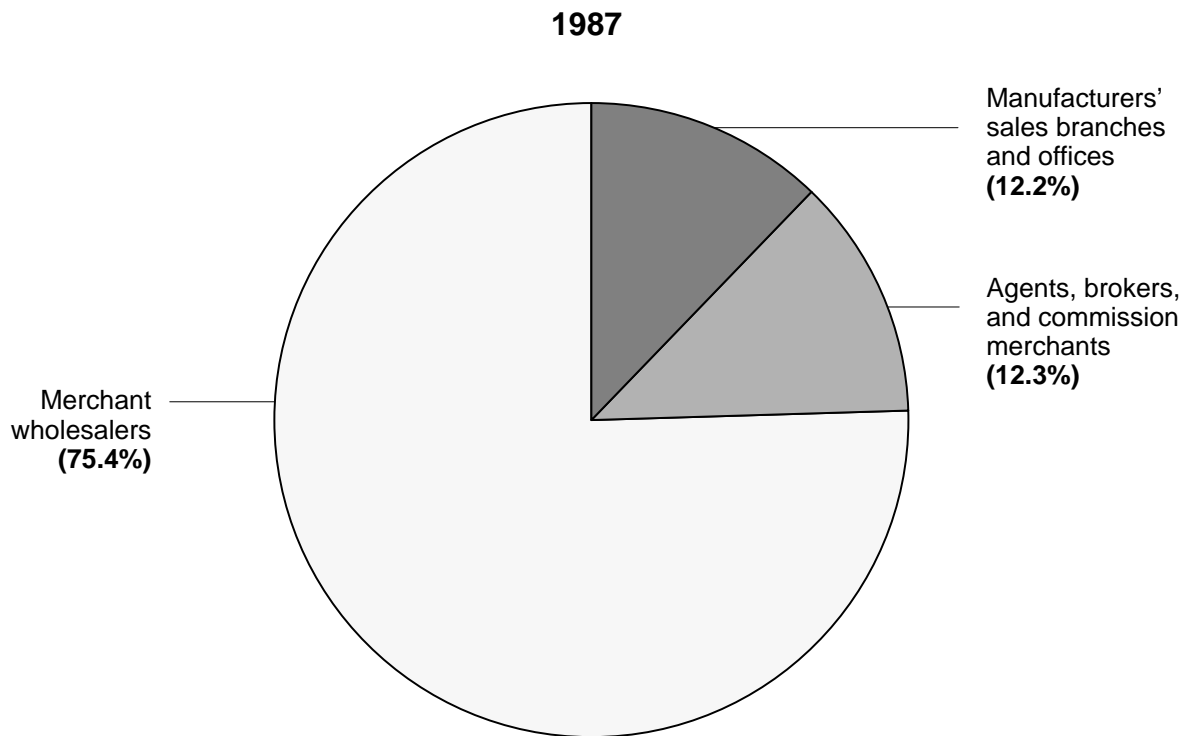
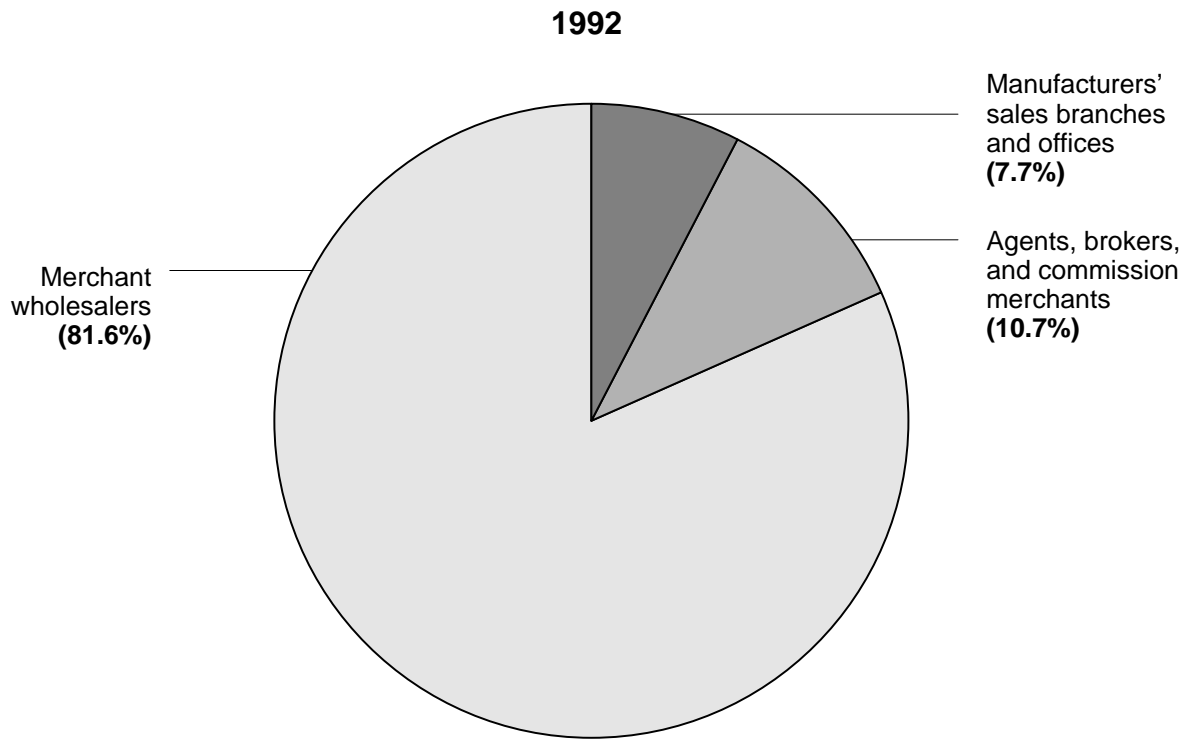


Figure 2. **Wholesale Sales by Industry Group: 1992 and 1987**

(Millions of dollars. For meaning of abbreviations and symbols, see introductory text)

1992   
1987 

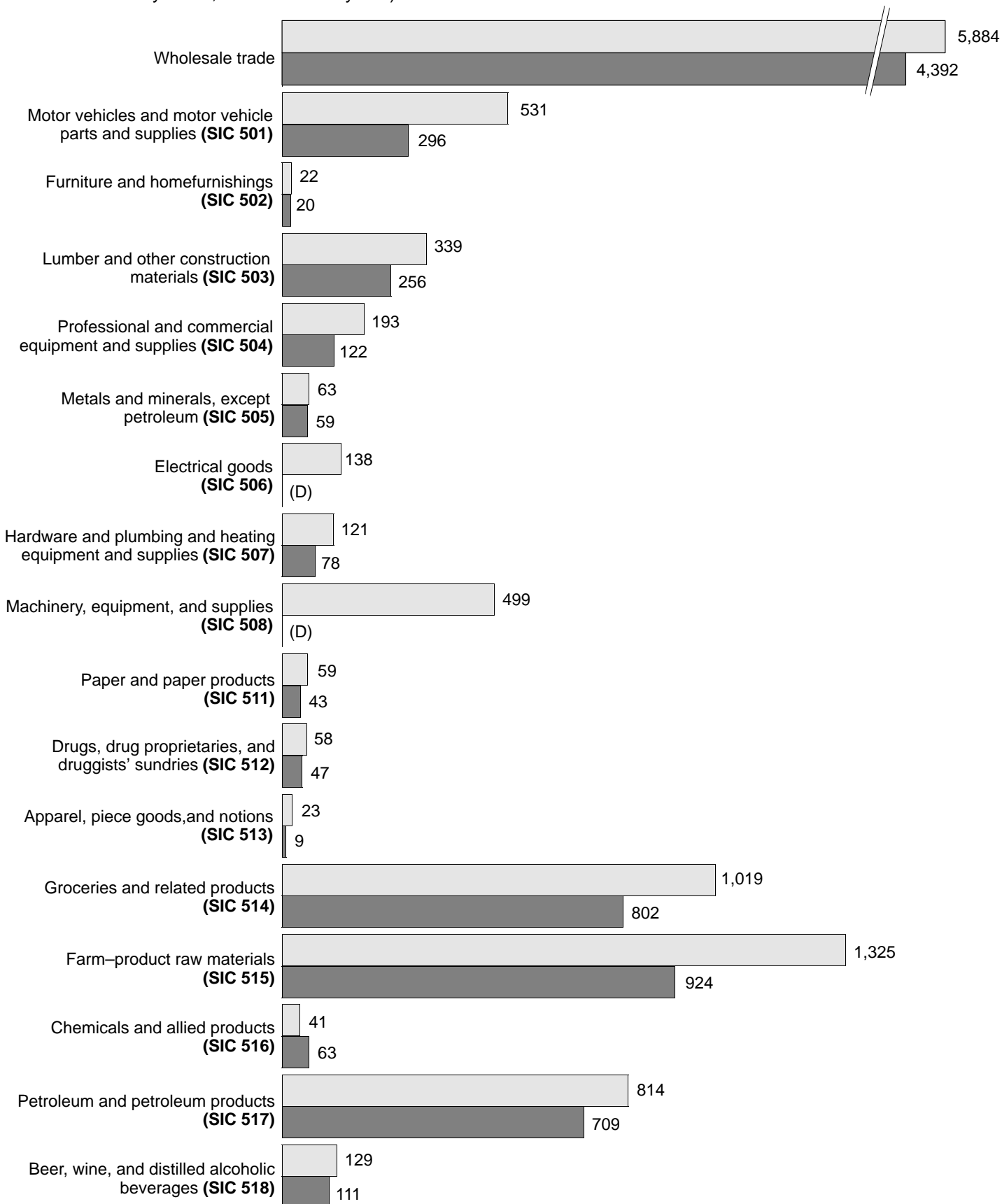
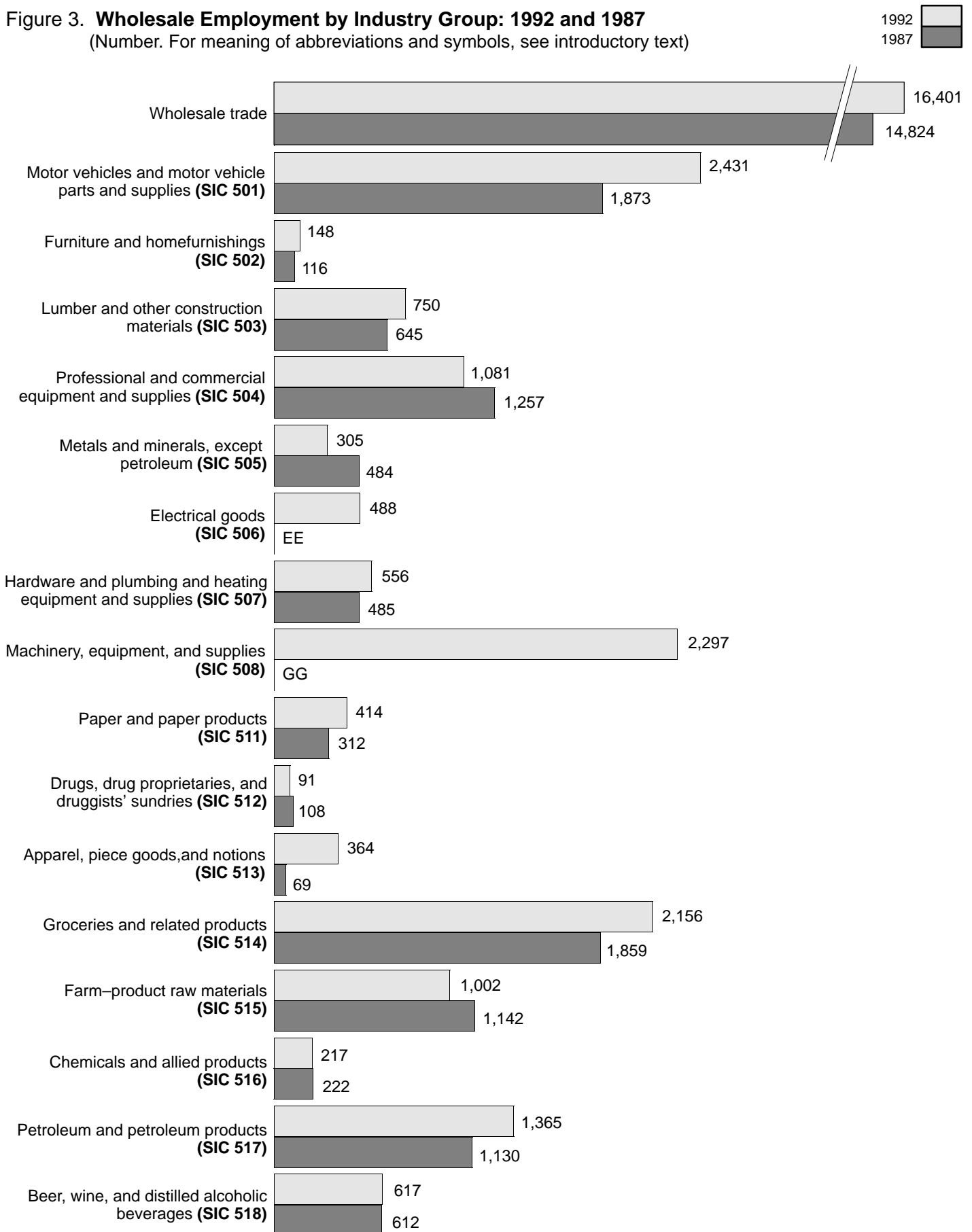


Figure 3. **Wholesale Employment by Industry Group: 1992 and 1987**  
 (Number. For meaning of abbreviations and symbols, see introductory text)













**Table 1. Summary Statistics for the State: 1992 —Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1991 inventories (\$1,000)	End-of-1992 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS — Con.</b>									
<b>Manufacturers' sales branches and sales offices — Con.</b>									
<b>50</b>	<b>Durable goods — Con.</b>								
507	Hardware, and plumbing and heating equipment and supplies -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	9	13 466	1 428	332	43	3 232	4 162	4 974
509	Miscellaneous durable goods -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>58</b>	<b>339 039</b>	<b>11 050</b>	<b>2 580</b>	<b>497</b>	<b>27 911</b>	<b>11 654</b>	<b>12 521</b>
511	Paper and paper products -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	—	—	—	—	—	—	—	—
514	Groceries and related products -----	23	74 390	5 643	1 366	248	13 232	3 376	3 101
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	7	(D)	(D)	(D)	BB	(D)	(D)	(D)
517	Petroleum and petroleum products -----	17	(D)	(D)	(D)	CC	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods -----	6	(D)	(D)	(D)	BB	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants ----</b>	<b>85</b>	<b>631 930</b>	<b>9 286</b>	<b>2 333</b>	<b>738</b>	<b>19 710</b>	<b>951</b>	<b>1 120</b>
<b>50</b>	<b>Durable goods -----</b>	<b>47</b>	<b>110 264</b>	<b>3 336</b>	<b>778</b>	<b>179</b>	<b>7 037</b>	<b>394</b>	<b>612</b>
501	Motor vehicles and motor vehicle parts and supplies -----	3	(D)	(D)	(D)	BB	(D)	(D)	(D)
502	Furniture and homefurnishings -----	2	(D)	(D)	(D)	AA	(D)	(D)	(D)
503	Lumber and other construction materials -----	10	(D)	(D)	(D)	AA	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	6	(D)	(D)	(D)	AA	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	—	—	—	—	—	—	—	—
506	Electrical goods -----	8	8 205	233	33	9	414	—	167
507	Hardware, and plumbing and heating equipment and supplies -----	5	(D)	(D)	(D)	BB	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	9	7 935	442	105	23	823	201	181
509	Miscellaneous durable goods -----	4	(D)	(D)	(D)	AA	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>38</b>	<b>521 666</b>	<b>5 950</b>	<b>1 555</b>	<b>559</b>	<b>12 673</b>	<b>557</b>	<b>508</b>
511	Paper and paper products -----	—	—	—	—	—	—	—	—
512	Drugs, drug proprietaries, and druggists' sundries -----	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
514	Groceries and related products -----	16	206 414	3 727	753	145	6 464	487	484
515	Farm-product raw materials -----	15	311 967	2 097	777	405	5 825	70	24
516	Chemicals and allied products -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
517	Petroleum and petroleum products -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	1	(D)	(D)	(D)	AA	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	3	(D)	(D)	(D)	AA	(D)	(D)	(D)





**Table 2. Selected Ratios for the State: 1992 – Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1992 inventories as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
<b>Merchant wholesalers – Con.</b>								
<b>51</b>	<b>Nondurable goods – Con.</b>							
514	Groceries and related products -----	7 098 000	418 714	22 857	51.5	17	10.6	6.6
5141	Groceries, general line -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables -----	1 739 000	155 731	15 582	52.9	11	18.9	3.3
5149	Groceries and related products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials -----	7 915 859	1 697 203	20 826	29.8	5	4.1	7.2
5153	Grain and field beans -----	8 479 716	1 828 340	22 024	29.6	5	4.1	7.2
5154	Livestock -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products -----	1 462 364	175 803	26 131	56.2	8	26.5	7.8
5162	Plastics materials and basic forms and shapes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	1 462 364	175 803	26 131	56.2	8	26.5	7.8
517	Petroleum and petroleum products -----	4 039 196	473 835	17 292	40.8	9	8.9	3.9
5171	Petroleum bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale -----	3 365 838	211 078	23 614	49.8	16	22.5	7.4
5182	Wine and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	Farm supplies -----	1 514 343	271 457	18 154	43.6	6	15.3	19.7
5192	Books, periodicals, and newspapers -----	1 938 000	113 444	15 161	53.4	17	25.0	9.2
5193	Flowers, nursery stock, and florists' supplies -----	1 388 250	185 100	9 367	16.8	8	30.1	4.8
5194	Tobacco and tobacco products -----	5 320 200	350 013	22 303	58.5	15	10.9	5.8
5198	Paints, varnishes, and supplies -----	528 000	192 000	20 455	46.1	3	23.1	13.9
5199	Nondurable goods, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Manufacturers' sales branches and sales offices -----</b>		<b>4 918 011</b>	<b>529 189</b>	<b>27 205</b>	<b>43.3</b>	<b>9</b>	<b>11.9</b>	<b>5.5</b>
<b>50</b>	<b>Durable goods -----</b>	<b>3 335 824</b>	<b>316 810</b>	<b>34 106</b>	<b>47.4</b>	<b>11</b>	<b>22.7</b>	<b>10.9</b>
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	1 112 143	134 224	15 379	52.6	8	21.8	.2
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	1 496 222	313 163	33 209	44.2	5	24.0	36.9
509	Miscellaneous durable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>5 845 500</b>	<b>682 171</b>	<b>22 233</b>	<b>39.6</b>	<b>9</b>	<b>8.2</b>	<b>3.7</b>
511	Paper and paper products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products -----	3 234 348	299 960	22 754	42.6	11	17.8	4.2
515	Farm-product raw materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Agents, brokers, and commission merchants -----</b>		<b>7 434 471</b>	<b>856 274</b>	<b>12 583</b>	<b>47.1</b>	<b>9</b>	<b>3.1</b>	<b>.2</b>
<b>50</b>	<b>Durable goods -----</b>	<b>2 346 043</b>	<b>616 000</b>	<b>18 637</b>	<b>47.4</b>	<b>4</b>	<b>6.4</b>	<b>.6</b>
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	1 025 625	911 667	25 889	56.3	1	5.0	2.0
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	881 667	345 000	19 217	53.7	3	10.4	2.3
509	Miscellaneous durable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>13 728 053</b>	<b>933 213</b>	<b>10 644</b>	<b>47.0</b>	<b>15</b>	<b>2.4</b>	<b>.1</b>
511	Paper and paper products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products -----	12 900 875	1 423 545	25 703	57.7	9	3.1	.2
515	Farm-product raw materials -----	20 797 800	770 289	5 178	36.0	27	1.9	(D)
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)

<sup>1</sup>Based on number of employees for pay period including March 12.





Table 3. Comparative Statistics for the State: 1992 and 1987 —Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	<b>Wholesale trade —Con.</b>										
<b>51</b>	<b>Nondurable goods —Con.</b>										
514	Groceries and related products —Con.										
5146	Fish and seafoods -----	6	4	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
5147	Meats and meat products -----	18	13	36 115	52 325	-31.0	1 424	1 082	31.6	76	73
5148	Fresh fruits and vegetables -----	6	14	10 434	32 184	-67.6	1 044	2 695	-61.3	67	181
5149	Groceries and related products, n.e.c. -----	53	51	(D)	215 421	(D)	(D)	10 749	(D)	FF	536
515	Farm-product raw materials -----	143	165	1 325 197	923 943	43.4	14 530	15 526	-6.4	1 002	1 142
5153	Grain and field beans -----	116	131	983 647	671 180	46.6	11 849	13 076	-9.4	538	691
5154	Livestock -----	23	28	(D)	249 839	(D)	(D)	2 189	(D)	EE	431
5159	Farm-product raw materials, n.e.c. -----	4	6	(D)	2 924	(D)	(D)	261	(D)	AA	20
516	Chemicals and allied products -----	30	28	41 449	62 795	-34.0	5 648	4 523	24.9	217	222
5162	Plastics materials and basic forms and shapes -----	30	28	41 449	62 795	-34.0	5 648	4 523	24.9	217	222
5169	Chemicals and allied products, n.e.c. -----	30	28	41 449	62 795	-34.0	5 648	4 523	24.9	217	222
517	Petroleum and petroleum products -----	161	164	814 131	708 610	14.9	23 626	17 969	31.5	1 365	1 130
5171	Petroleum bulk stations and terminals -----	141	131	664 967	592 947	12.1	19 904	13 861	43.6	1 127	935
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	20	33	149 164	115 663	29.0	3 722	4 108	-9.4	238	195
518	Beer, wine, and distilled alcoholic beverages -----	41	47	128 759	111 474	15.5	14 356	12 674	13.3	617	612
5181	Beer and ale -----	37	42	124 536	109 518	13.7	13 932	12 369	12.6	590	590
5182	Wine and distilled alcoholic beverages -----	4	5	4 223	1 956	115.9	424	305	39.0	27	22
519	Miscellaneous nondurable goods -----	210	198	335 089	292 100	14.7	25 928	21 006	23.4	1 453	1 276
5191	Farm supplies -----	146	135	228 104	194 126	17.5	15 738	13 342	18.0	837	836
5192	Books, periodicals, and newspapers -----	12	9	23 256	10 580	119.8	3 108	1 429	117.5	205	88
5193	Flowers, nursery stock, and florists' supplies -----	4	10	5 553	2 997	85.3	281	580	-51.6	30	63
5194	Tobacco and tobacco products -----	10	11	53 202	62 779	-15.3	3 390	3 191	6.2	152	146
5198	Paints, varnishes, and supplies -----	4	13	2 112	8 668	-75.6	225	1 015	-77.8	11	50
5199	Nondurable goods, n.e.c. -----	34	20	22 862	12 950	76.5	3 186	1 449	119.9	218	93
	<b>Merchant wholesalers -----</b>	<b>1 676</b>	<b>1 627</b>	<b>4 800 055</b>	<b>3 313 578</b>	<b>44.9</b>	<b>310 476</b>	<b>235 853</b>	<b>31.6</b>	<b>14 808</b>	<b>13 304</b>
<b>50</b>	<b>Durable goods -----</b>	<b>963</b>	<b>908</b>	<b>1 856 380</b>	<b>1 160 655</b>	<b>59.9</b>	<b>178 235</b>	<b>130 681</b>	<b>36.4</b>	<b>8 185</b>	<b>7 461</b>
501	Motor vehicles and motor vehicle parts and supplies ---	235	219	460 119	273 956	68.0	40 572	30 317	33.8	2 274	1 771
5012	Automobiles and other motor vehicles -----	38	36	(D)	(D)	(D)	(D)	(D)	(D)	FF	EE
5013	Motor vehicle supplies and new parts -----	141	144	(D)	(D)	(D)	(D)	(D)	(D)	GG	GG
5014	Tires and tubes -----	32	16	(D)	23 446	(D)	(D)	2 393	(D)	EE	135
5015	Motor vehicle parts, used -----	24	23	(D)	6 030	(D)	(D)	1 077	(D)	BB	86
502	Furniture and homefurnishings -----	26	20	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5021	Furniture -----	13	12	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5023	Homefurnishings -----	13	8	(D)	6 818	(D)	(D)	689	(D)	BB	44
503	Lumber and other construction materials -----	82	70	307 916	153 775	100.2	17 917	10 831	65.4	706	537
5031	Lumber, plywood, millwork, and wood panels -----	47	35	(D)	134 497	(D)	(D)	8 086	(D)	FF	353
5032	Brick, stone, and related construction materials -----	8	13	(D)	4 994	(D)	(D)	742	(D)	AA	44
5033	Roofing, siding, and insulation materials -----	12	7	11 432	5 010	128.2	1 036	480	115.8	55	30
5039	Construction materials, n.e.c. -----	15	15	(D)	9 274	(D)	(D)	1 523	(D)	CC	110
504	Professional and commercial equipment and supplies ---	128	126	(D)	81 102	(D)	(D)	15 811	(D)	FF	1 031
5043	Photographic equipment and supplies -----	1	(D)	(D)	(X)	(D)	(D)	(D)	(X)	AA	(D)
5044	Office equipment -----	32	39	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5045	Computers and computer peripheral equipment and software -----	42	30	(D)	21 531	(D)	(D)	4 176	(D)	EE	316
5046	Commercial equipment, n.e.c. -----	17	20	(D)	(D)	(D)	(D)	(D)	(D)	BB	CC
5047	Medical, dental, and hospital equipment and supplies -	16	16	23 482	(D)	(D)	3 941	(D)	(D)	126	CC
5048	Ophthalmic goods -----	6	8	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5049	Professional equipment and supplies, n.e.c. -----	14	13	12 848	(D)	(D)	2 282	(D)	(D)	108	CC
505	Metals and minerals, except petroleum -----	25	24	62 980	(D)	(D)	6 542	(D)	(D)	305	EE
5051	Metals service centers and offices -----	23	24	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5052	Coal and other minerals and ores -----	2	(D)	(D)	(D)	(X)	(D)	(D)	(X)	AA	(D)
506	Electrical goods -----	69	61	121 581	(D)	(D)	10 816	(D)	(D)	421	EE
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	37	33	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5064	Electrical appliances, television and radio sets -----	6	9	(D)	35 976	(D)	(D)	2 517	(D)	BB	123
5065	Electronic parts and equipment, n.e.c. -----	26	20	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
507	Hardware, and plumbing and heating equipment and supplies -----	55	64	(D)	(D)	(D)	(D)	(D)	(D)	FF	EE
5072	Hardware -----	15	17	23 465	(D)	(D)	3 637	(D)	(D)	178	CC
5074	Plumbing and heating equipment and supplies (hydraulics) -----	26	30	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5075	Warm air heating and air-conditioning equipment and supplies -----	7	15	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5078	Refrigeration equipment and supplies -----	7	2	7 874	(D)	(D)	825	(D)	(D)	37	AA
508	Machinery, equipment, and supplies -----	258	269	477 199	(D)	(D)	53 636	(D)	(D)	2 231	GG
5082	Construction and mining (except petroleum) machinery and equipment -----	35	38	(D)	(D)	(D)	(D)	(D)	(D)	FF	EE
5083	Farm and garden machinery and equipment -----	94	112	178 009	136 659	30.3	17 481	15 021	16.4	836	886
5084	Industrial machinery and equipment -----	57	53	57 920	(D)	(D)	6 632	(D)	(D)	271	CC
5085	Industrial supplies -----	36	31	(D)	(D)	(D)	(D)	(D)	(D)	EE	CC
5087	Service establishment equipment and supplies -----	34	28	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5088	Transportation equipment and supplies, except motor vehicles -----	2	7	(D)	6 635	(D)	(D)	993	(D)	BB	55
509	Miscellaneous durable goods -----	85	55	(D)	(D)	(D)	(D)	(D)	(D)	FF	EE
5091	Sporting and recreational goods and supplies -----	21	11	(D)	47 518	(D)	(D)	1 895	(D)	CC	102
5092	Toys and hobby goods and supplies -----	8	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5093	Scrap and waste materials -----	28	20	(D)	(D)	(D)	(D)	(D)	(D)	EE	CC
5094	Jewelry, watches, precious stones, and precious metals -----	5	6	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5099	Durable goods, n.e.c. -----	23	15	16 364	(D)	(D)	2 314	(D)	(D)	111	BB

WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

MONTANA MT-15

**Table 3. Comparative Statistics for the State: 1992 and 1987 — Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	<b>Merchant wholesalers — Con.</b>										
<b>51</b>	<b>Nondurable goods</b> -----	<b>713</b>	<b>719</b>	<b>2 943 675</b>	<b>2 152 923</b>	<b>36.7</b>	<b>132 241</b>	<b>105 172</b>	<b>25.7</b>	<b>6 623</b>	<b>5 843</b>
511	Paper and paper products -----	45	37	(D)	(D)	(D)	(D)	(D)	(D)	EE	EE
5111	Printing and writing paper -----	7	6	18 479	(D)	(D)	1 677	(D)	(D)	60	BB
5112	Stationery and office supplies -----	30	22	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
5113	Industrial and personal service paper -----	8	9	16 657	(D)	(D)	2 332	(D)	(D)	100	BB
512	Drugs, drug proprietaries, and druggists' sundries -----	11	9	(D)	47 311	(D)	(D)	1 912	(D)	BB	108
5122	Drugs, drug proprietaries, and druggists' sundries -----	11	9	(D)	47 311	(D)	(D)	1 912	(D)	BB	108
513	Apparel, piece goods, and notions -----	19	6	(D)	(D)	(D)	(D)	(D)	(D)	EE	BB
5131	Piece goods, notions, and other dry goods -----	3	1	(D)	(D)	(D)	(D)	(D)	(D)	CC	AA
5136	Men's and boys' clothing and furnishings -----	9	1	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
5137	Women's, children's, and infants' clothing and accessories -----	5	2	810	(D)	(D)	153	(D)	(D)	12	AA
5139	Footwear -----	2	2	(D)	(D)	(D)	(D)	(D)	(D)	BB	AA
514	Groceries and related products -----	104	116	738 192	518 859	42.3	40 297	30 651	31.5	1 763	1 522
5141	Groceries, general line -----	14	16	(D)	390 547	(D)	(D)	18 841	(D)	GG	803
5142	Packaged frozen foods -----	5	10	(D)	20 539	(D)	(D)	1 105	(D)	CC	57
5143	Dairy products, except dried or canned -----	21	25	(D)	6 992	(D)	(D)	564	(D)	BB	64
5144	Poultry and poultry products -----	1	2	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5145	Confectionery -----	3	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5146	Fish and seafoods -----	5	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
5147	Meats and meat products -----	16	10	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
5148	Fresh fruits and vegetables -----	6	13	10 434	(D)	(D)	1 044	(D)	(D)	67	CC
5149	Groceries and related products, n.e.c. -----	33	33	(D)	50 195	(D)	(D)	6 324	(D)	EE	321
515	Farm-product raw materials -----	128	152	1 013 230	706 864	43.3	12 433	13 979	-11.1	597	777
5153	Grain and field beans -----	116	131	983 647	671 180	46.6	11 849	13 076	-9.4	538	691
5154	Livestock -----	8	15	(D)	32 760	(D)	(D)	642	(D)	BB	66
5159	Farm-product raw materials, n.e.c. -----	4	6	(D)	2 924	(D)	(D)	261	(D)	AA	20
516	Chemicals and allied products -----	22	18	32 172	(D)	(D)	4 782	(D)	(D)	183	CC
5162	Plastics materials and basic forms and shapes -----	—	—	—	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	22	18	32 172	(D)	(D)	4 782	(D)	(D)	183	CC
517	Petroleum and petroleum products -----	143	149	577 605	(D)	(D)	21 079	(D)	(D)	1 219	GG
5171	Petroleum bulk stations and terminals -----	125	117	(D)	(D)	(D)	(D)	(D)	(D)	GG	FF
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	18	32	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
518	Beer, wine, and distilled alcoholic beverages -----	40	47	(D)	111 474	(D)	(D)	12 674	(D)	FF	612
5181	Beer and ale -----	37	42	124 536	109 518	13.7	13 932	12 369	12.6	590	590
5182	Wine and distilled alcoholic beverages -----	3	5	(D)	1 956	(D)	(D)	305	(D)	BB	22
519	Miscellaneous nondurable goods -----	201	185	(D)	276 998	(D)	(D)	19 977	(D)	GG	1 228
5191	Farm supplies -----	140	134	212 008	(D)	(D)	14 178	(D)	(D)	781	FF
5192	Books, periodicals, and newspapers -----	12	9	23 256	10 580	119.8	3 108	1 429	117.5	205	88
5193	Flowers, nursery stock, and florists' supplies -----	4	10	5 553	2 997	85.3	281	580	-51.6	30	63
5194	Tobacco and tobacco products -----	10	11	53 202	62 779	-15.3	3 390	3 191	6.2	152	146
5198	Paints, varnishes, and supplies -----	4	4	2 112	(D)	(D)	225	(D)	(D)	11	AA
5199	Nondurable goods, n.e.c. -----	31	17	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
	<b>Manufacturers' sales branches and sales offices</b> -----	<b>92</b>	<b>98</b>	<b>452 457</b>	<b>541 308</b>	<b>-16.4</b>	<b>23 260</b>	<b>20 282</b>	<b>14.7</b>	<b>855</b>	<b>790</b>
<b>50</b>	<b>Durable goods</b> -----	<b>34</b>	<b>43</b>	<b>113 418</b>	<b>145 802</b>	<b>-22.2</b>	<b>12 210</b>	<b>13 350</b>	<b>-8.5</b>	<b>358</b>	<b>458</b>
501	Motor vehicles and motor vehicle parts and supplies -----	7	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
502	Furniture and homefurnishings -----	—	—	—	—	—	—	—	—	—	—
503	Lumber and other construction materials -----	3	8	(D)	61 260	(D)	(D)	1 966	(D)	BB	85
504	Professional and commercial equipment and supplies -----	5	8	(D)	(D)	(D)	(D)	(D)	(D)	CC	CC
505	Metals and minerals, except petroleum -----	—	1	—	(D)	(D)	(D)	(D)	(D)	—	AA
506	Electrical goods -----	7	5	7 785	(D)	(D)	892	(D)	(D)	58	AA
507	Hardware, and plumbing and heating equipment and supplies -----	1	—	(D)	—	(X)	(D)	—	(X)	AA	—
508	Machinery, equipment, and supplies -----	9	18	13 466	(D)	(D)	1 428	(D)	(D)	43	BB
509	Miscellaneous durable goods -----	2	—	(D)	—	(X)	(D)	—	(X)	AA	—
<b>51</b>	<b>Nondurable goods</b> -----	<b>58</b>	<b>55</b>	<b>339 039</b>	<b>395 506</b>	<b>-14.3</b>	<b>11 050</b>	<b>6 932</b>	<b>59.4</b>	<b>497</b>	<b>332</b>
511	Paper and paper products -----	4	4	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
512	Drugs, drug proprietaries, and druggists' sundries -----	1	—	(D)	—	(X)	(D)	—	(X)	AA	—
513	Apparel, piece goods, and notions -----	—	—	—	—	—	—	—	—	—	—
514	Groceries and related products -----	23	20	74 390	61 674	20.6	5 643	3 450	63.6	248	175
515	Farm-product raw materials -----	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products -----	7	8	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
517	Petroleum and petroleum products -----	17	13	(D)	(D)	(D)	(D)	(D)	(D)	CC	BB
518	Beer, wine, and distilled alcoholic beverages -----	—	—	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods -----	6	10	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
	<b>Agents, brokers, and commission merchants</b> -----	<b>85</b>	<b>79</b>	<b>631 930</b>	<b>537 198</b>	<b>17.6</b>	<b>9 286</b>	<b>8 043</b>	<b>15.5</b>	<b>738</b>	<b>730</b>
<b>50</b>	<b>Durable goods</b> -----	<b>47</b>	<b>36</b>	<b>110 264</b>	<b>85 829</b>	<b>28.5</b>	<b>3 336</b>	<b>2 562</b>	<b>30.2</b>	<b>179</b>	<b>175</b>
501	Motor vehicles and motor vehicle parts and supplies -----	3	3	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
502	Furniture and homefurnishings -----	2	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
503	Lumber and other construction materials -----	10	8	(D)	40 815	(D)	(D)	653	(D)	AA	23
504	Professional and commercial equipment and supplies -----	6	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
505	Metals and minerals, except petroleum -----	—	—	—	—	—	—	—	—	—	—
506	Electrical goods -----	8	4	8 205	(D)	(D)	233	(D)	(D)	9	AA

**Table 3. Comparative Statistics for the State: 1992 and 1987 — Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
		1992 (number)	1987 (number)	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (\$1,000)	1987 (\$1,000)	Percent change 1987 to 1992	1992 (number)	1987 (number)
	<b>Agents, brokers, and commission merchants — Con.</b>										
<b>50</b>	<b>Durable goods — Con.</b>										
507	Hardware, and plumbing and heating equipment and supplies .....	5	7	(D)	(D)	(D)	(D)	(D)	(D)	BB	BB
508	Machinery, equipment, and supplies .....	9	8	7 935	11 762	-32.5	442	737	-40.0	23	52
509	Miscellaneous durable goods .....	4	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
<b>51</b>	<b>Nondurable goods .....</b>	<b>38</b>	<b>43</b>	<b>521 666</b>	<b>451 369</b>	<b>15.6</b>	<b>5 950</b>	<b>5 481</b>	<b>8.6</b>	<b>559</b>	<b>555</b>
511	Paper and paper products .....	—	1	—	(D)	(D)	—	(D)	(D)	—	AA
512	Drugs, drug proprietaries, and druggists' sundries .....	—	—	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
514	Groceries and related products .....	16	21	206 414	221 068	-6.6	3 727	3 371	10.6	145	162
515	Farm-product raw materials .....	15	13	311 967	217 079	43.7	2 097	1 547	35.6	405	365
516	Chemicals and allied products .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
517	Petroleum and petroleum products .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA
518	Beer, wine, and distilled alcoholic beverages .....	1	—	(D)	—	(X)	(D)	—	(X)	AA	—
519	Miscellaneous nondurable goods .....	3	3	(D)	(D)	(D)	(D)	(D)	(D)	AA	AA

**Table 4. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1992**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
					Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Establishments (number)	Sales (\$1,000)
<b>Montana .....</b>	<b>1 853</b>	<b>5 884 442</b>	<b>343 022</b>	<b>16 401</b>	<b>1 676</b>	<b>4 800 055</b>	<b>310 476</b>	<b>14 808</b>	<b>1 177</b>	<b>1 084 387</b>
Beaverhead County .....	22	26 441	2 435	167	21	(D)	(D)	CC	1	(D)
Dillon .....	14	17 504	1 539	96	14	17 504	1 539	96	—	—
Balance of county .....	8	8 937	896	71	7	(D)	(D)	BB	1	(D)
Big Horn County .....	9	24 137	1 185	63	9	24 137	1 185	63	—	—
Hardin .....	9	24 137	1 185	63	9	24 137	1 185	63	—	—
Balance of county .....	—	—	—	—	—	—	—	—	—	—
Blaine County .....	13	(D)	(D)	BB	12	(D)	(D)	BB	1	(D)
Broadwater County .....	11	23 631	1 158	65	11	23 631	1 158	65	—	—
Carbon County .....	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
Carter County .....	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
Cascade County .....	193	752 216	38 946	1 767	176	628 262	35 810	1 615	17	123 954
Great Falls .....	161	639 842	34 801	1 574	150	588 602	32 378	1 467	11	51 240
Balance of county .....	32	112 374	4 145	193	26	39 660	3 432	148	6	72 714
Chouteau County .....	24	155 936	2 443	124	24	155 936	2 443	124	—	—
Custer County .....	27	63 606	4 399	265	23	52 222	3 757	229	4	11 384
Miles City .....	22	53 881	3 627	207	19	(D)	(D)	CC	3	(D)
Balance of county .....	5	9 725	772	58	4	(D)	(D)	BB	1	(D)
Daniels County .....	12	31 263	1 133	70	12	31 263	1 133	70	—	—
Dawson County .....	25	34 832	3 005	197	22	(D)	(D)	CC	3	(D)
Glendive .....	22	(D)	(D)	CC	19	(D)	(D)	CC	3	(D)
Balance of county .....	3	(D)	(D)	BB	3	(D)	(D)	BB	—	—
Deer Lodge County .....	4	2 675	460	27	4	2 675	460	27	—	—
Anaconda-Deer Lodge County .....	4	2 675	460	27	4	2 675	460	27	—	—
Fallon County .....	10	8 652	536	56	9	(D)	(D)	BB	1	(D)
Fergus County .....	40	144 468	3 540	225	37	(D)	(D)	CC	3	(D)
Lewistown .....	20	94 235	1 743	129	19	(D)	(D)	CC	1	(D)
Balance of county .....	20	50 233	1 797	96	18	(D)	(D)	BB	2	(D)
Flathead County .....	98	214 862	15 632	734	94	207 983	15 018	702	4	6 879
Columbia Falls .....	5	3 159	395	22	5	3 159	395	22	—	—
Kalispell .....	59	145 592	11 704	554	56	(D)	(D)	FF	3	(D)
Whitefish .....	8	3 734	425	18	8	3 734	425	18	—	—
Balance of county .....	26	62 377	3 108	140	25	(D)	(D)	CC	1	(D)
Gallatin County .....	125	276 747	20 926	995	116	208 870	20 078	941	9	67 877
Belgrade .....	14	33 209	3 156	126	14	33 209	3 156	126	—	—
Bozeman .....	78	159 603	13 862	690	74	(D)	(D)	FF	4	(D)
Balance of county .....	33	83 935	3 908	179	28	(D)	(D)	CC	5	(D)
Garfield County .....	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—

**Table 4. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1992—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
					Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>Montana—Con.</b>										
Glacier County .....	21	50 152	1 664	80	20	(D)	(D)	BB	1	(D)
Cut Bank .....	20	(D)	(D)	BB	19	49 645	1 572	73	1	(D)
Balance of county .....	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
Golden Valley County .....	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
Granite County .....	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
Hill County .....	42	110 280	4 127	233	39	103 297	3 658	204	3	6 983
Havre .....	27	47 819	3 132	180	25	(D)	(D)	CC	2	(D)
Balance of county .....	15	62 461	995	53	14	(D)	(D)	BB	1	(D)
Jefferson County .....	6	3 731	201	14	6	3 731	201	14	—	—
Judith Basin County .....	7	17 286	273	18	6	(D)	(D)	AA	1	(D)
Lake County .....	27	24 306	2 057	136	24	(D)	(D)	CC	3	(D)
Polson .....	14	(D)	(D)	BB	13	(D)	(D)	BB	1	(D)
Balance of county .....	13	(D)	(D)	BB	11	(D)	(D)	BB	2	(D)
Lewis and Clark County .....	99	280 788	22 538	1 016	86	168 146	14 858	849	13	112 642
Helena .....	83	251 661	21 323	937	71	(D)	(D)	FF	12	(D)
Balance of county .....	16	29 127	1 215	79	15	(D)	(D)	BB	1	(D)
Liberty County .....	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
Lincoln County .....	13	8 987	818	49	12	(D)	(D)	BB	1	(D)
Libby .....	8	(D)	(D)	AA	7	(D)	(D)	AA	1	(D)
Balance of county .....	5	(D)	(D)	BB	5	(D)	(D)	BB	—	—
McCone County .....	5	25 814	820	48	5	25 814	820	48	—	—
Madison County .....	5	4 453	233	13	5	4 453	233	13	—	—
Meagher County .....	4	1 742	82	5	4	1 742	82	5	—	—
Mineral County .....	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
Missoula County .....	189	604 588	40 868	1 887	165	457 120	38 328	1 716	24	147 468
Missoula .....	147	455 371	36 085	1 619	132	422 259	34 284	1 528	15	33 112
Balance of county .....	42	149 217	4 783	268	33	34 861	4 044	188	9	114 356
Musselshell County .....	10	7 147	655	38	9	(D)	(D)	BB	1	(D)
Park County .....	22	22 037	2 037	114	22	22 037	2 037	114	—	—
Livingston .....	16	18 077	1 684	87	16	18 077	1 684	87	—	—
Balance of county .....	6	3 960	353	27	6	3 960	353	27	—	—
Petroleum County .....	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
Phillips County .....	12	17 614	1 308	71	12	17 614	1 308	71	—	—
Pondera County .....	28	78 736	3 394	163	25	(D)	(D)	CC	3	(D)
Conrad .....	20	54 112	2 529	126	18	(D)	(D)	CC	2	(D)
Balance of county .....	8	24 624	865	37	7	(D)	(D)	BB	1	(D)
Powder River County .....	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
Powell County .....	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
Deer Lodge .....	6	(D)	(D)	BB	6	(D)	(D)	BB	—	—
Balance of county .....	1	(D)	(D)	AA	—	—	—	—	1	(D)
Prairie County .....	4	4 528	294	20	4	4 528	294	20	—	—
Ravalli County .....	41	76 654	5 609	271	34	62 874	5 142	260	7	13 780
Hamilton .....	15	53 236	3 003	137	11	(D)	(D)	CC	4	(D)
Balance of county .....	26	23 418	2 606	134	23	(D)	(D)	CC	3	(D)
Richland County .....	32	79 280	4 020	237	27	38 992	3 199	155	5	40 288
Sidney .....	18	32 975	2 692	140	15	(D)	(D)	CC	3	(D)
Balance of county .....	14	46 305	1 328	97	12	(D)	(D)	BB	2	(D)
Roosevelt County .....	21	(D)	(D)	BB	19	(D)	(D)	BB	2	(D)
Wolf Point .....	11	(D)	(D)	BB	9	(D)	(D)	BB	2	(D)
Balance of county .....	10	(D)	(D)	BB	10	(D)	(D)	BB	—	—
Rosebud County .....	5	1 902	202	15	5	1 902	202	15	—	—
Sanders County .....	13	19 618	754	59	13	19 618	754	59	—	—
Sheridan County .....	14	18 808	1 092	70	13	(D)	(D)	BB	1	(D)
Silver Bow County .....	68	211 754	10 602	580	64	(D)	(D)	EE	4	(D)
Butte-Silver Bow consolidated city ▲ .....	68	211 754	10 602	580	64	(D)	(D)	EE	4	(D)
Butte-Silver Bow (balance) ▲ .....	68	211 754	10 602	580	64	(D)	(D)	EE	4	(D)
Stillwater County .....	10	(D)	(D)	BB	9	10 432	751	44	1	(D)
Sweet Grass County .....	4	2 459	312	23	4	2 459	312	23	—	—
Teton County .....	20	43 139	2 770	117	20	43 139	2 770	117	—	—
Toole County .....	23	(D)	(D)	BB	22	(D)	(D)	BB	1	(D)
Shelby .....	17	32 884	1 181	67	16	(D)	(D)	BB	1	(D)
Balance of county .....	6	(D)	(D)	BB	6	(D)	(D)	BB	—	—
Treasure County .....	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
Valley County .....	21	43 247	2 134	160	19	(D)	(D)	CC	2	(D)
Glasgow .....	16	24 443	1 419	91	15	(D)	(D)	BB	1	(D)
Balance of county .....	5	18 804	715	69	4	(D)	(D)	BB	1	(D)

**Table 4. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1992—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
					Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>Montana—Con.</b>										
Wheatland County -----	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
Wibaux County -----	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
Yellowstone County -----	432	2 099 248	130 559	5 725	375	1 653 662	117 915	5 182	57	445 586
Billings -----	374	1 864 590	117 579	5 073	322	(D)	(D)	HH	52	(D)
Laurel -----	9	6 806	831	53	7	(D)	(D)	BB	2	(D)
Balance of county -----	49	227 852	12 149	599	46	(D)	(D)	EE	3	(D)
Yellowstone National Park -----	—	—	—	—	—	—	—	—	—	—

**Table 5. Summary Statistics for Places With 200 Establishments or More: 1992**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>BILLINGS</b>											
	Wholesale trade -----	374	1 864 590	117 579	5 073	322	(D)	(D)	HH	52	(D)
50	Durable goods -----	255	743 618	66 449	2 932	228	(D)	(D)	HH	27	(D)
501	Motor vehicles and motor vehicle parts and supplies -----	43	(D)	(D)	FF	39	211 532	12 078	821	4	(D)
502	Furniture and home furnishings -----	9	(D)	(D)	BB	9	(D)	(D)	BB	—	—
503	Lumber and other construction materials -----	27	(D)	(D)	EE	25	(D)	(D)	CC	2	(D)
504	Professional and commercial equipment and supplies -----	42	52 538	8 521	368	37	41 047	7 038	330	5	11 491
505	Metals and minerals, except petroleum -----	3	(D)	(D)	BB	3	(D)	(D)	BB	—	—
506	Electrical goods -----	27	(D)	(D)	CC	20	(D)	(D)	CC	7	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	19	(D)	(D)	CC	17	(D)	(D)	CC	2	(D)
508	Machinery, equipment, and supplies -----	71	150 300	19 094	701	65	140 841	18 414	677	6	9 459
509	Miscellaneous durable goods -----	14	38 741	2 948	138	13	(D)	(D)	CC	1	(D)
51	Nondurable goods -----	119	1 120 972	51 130	2 141	94	(D)	(D)	GG	25	(D)
511	Paper and paper products -----	11	(D)	(D)	BB	10	17 845	1 722	88	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	4	7 045	950	37	3	(D)	(D)	BB	1	(D)
513	Apparel, piece goods, and notions -----	6	10 265	1 822	121	6	10 265	1 822	121	—	—
514	Groceries and related products -----	36	(D)	(D)	GG	22	(D)	(D)	FF	14	(D)
515	Farm-product raw materials -----	8	(D)	(D)	BB	7	42 960	1 382	59	1	(D)
516	Chemicals and allied products -----	10	(D)	(D)	BB	6	6 664	1 166	43	4	(D)
517	Petroleum and petroleum products -----	13	(D)	(D)	CC	11	(D)	(D)	CC	2	(D)
518	Beer, wine, and distilled alcoholic beverages -----	4	22 650	2 481	86	4	22 650	2 481	86	—	—
519	Miscellaneous nondurable goods -----	27	(D)	(D)	EE	25	61 801	5 530	305	2	(D)

**Table 6. Summary Statistics for Counties With 200 Establishments or More: 1992**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)
	<b>YELLOWSTONE COUNTY</b> (Coextensive with Billings, MT MSA; see table 7.)									

**Table 7. Summary Statistics for Metropolitan Areas: 1992**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>BILLINGS, MT MSA</b>											
	<b>Wholesale trade -----</b>	<b>432</b>	<b>2 099 248</b>	<b>130 559</b>	<b>5 725</b>	<b>375</b>	<b>1 653 662</b>	<b>117 915</b>	<b>5 182</b>	<b>57</b>	<b>445 586</b>
<b>50</b>	<b>Durable goods -----</b>	<b>289</b>	<b>870 419</b>	<b>74 760</b>	<b>3 378</b>	<b>261</b>	<b>767 693</b>	<b>69 514</b>	<b>3 140</b>	<b>28</b>	<b>102 726</b>
501	Motor vehicles and motor vehicle parts and supplies -----	56	310 805	17 385	1 113	51	(D)	(D)	FF	5	(D)
502	Furniture and homefurnishings -----	9	(D)	(D)	BB	9	(D)	(D)	BB	-	-
503	Lumber and other construction materials -----	30	117 586	7 147	275	28	(D)	(D)	EE	2	(D)
504	Professional and commercial equipment and supplies -----	42	52 538	8 521	368	37	41 047	7 038	CC	5	11 491
505	Metals and minerals, except petroleum -----	5	25 799	2 212	112	5	25 799	2 212	BB	-	-
506	Electrical goods -----	30	75 942	6 572	229	23	(D)	(D)	CC	7	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	21	(D)	(D)	CC	19	(D)	(D)	CC	2	(D)
508	Machinery, equipment, and supplies -----	81	174 780	22 072	840	75	165 321	21 392	BB	6	9 459
509	Miscellaneous durable goods -----	15	(D)	(D)	CC	14	(D)	(D)	CC	1	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>143</b>	<b>1 228 829</b>	<b>55 799</b>	<b>2 347</b>	<b>114</b>	<b>885 969</b>	<b>48 401</b>	<b>2 042</b>	<b>29</b>	<b>342 860</b>
511	Paper and paper products -----	12	19 122	1 814	99	11	(D)	(D)	BB	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	5	(D)	(D)	BB	4	(D)	(D)	BB	1	(D)
513	Apparel, piece goods, and notions -----	6	10 265	1 822	121	6	10 265	1 822	BB	-	-
514	Groceries and related products -----	43	673 071	31 679	1 206	27	474 006	26 621	BB	16	199 065
515	Farm-product raw materials -----	11	148 335	1 923	103	10	(D)	(D)	BB	1	(D)
516	Chemicals and allied products -----	13	19 540	2 646	80	8	(D)	(D)	BB	5	(D)
517	Petroleum and petroleum products -----	15	(D)	(D)	CC	13	(D)	(D)	CC	2	(D)
518	Beer, wine, and distilled alcoholic beverages -----	4	22 650	2 481	86	4	22 650	2 481	BB	-	-
519	Miscellaneous nondurable goods -----	34	(D)	(D)	EE	31	(D)	(D)	EE	3	(D)
<b>GREAT FALLS, MT MSA</b>											
	<b>Wholesale trade -----</b>	<b>193</b>	<b>752 216</b>	<b>38 946</b>	<b>1 767</b>	<b>176</b>	<b>628 262</b>	<b>35 810</b>	<b>1 615</b>	<b>17</b>	<b>123 954</b>
<b>50</b>	<b>Durable goods -----</b>	<b>113</b>	<b>189 006</b>	<b>21 266</b>	<b>984</b>	<b>109</b>	<b>182 544</b>	<b>20 675</b>	<b>962</b>	<b>4</b>	<b>6 462</b>
501	Motor vehicles and motor vehicle parts and supplies -----	24	34 807	4 244	238	23	(D)	(D)	CC	1	(D)
502	Furniture and homefurnishings -----	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
503	Lumber and other construction materials -----	7	36 890	2 120	79	7	36 890	2 120	BB	-	-
504	Professional and commercial equipment and supplies -----	19	27 237	3 312	150	19	27 237	3 312	BB	-	-
505	Metals and minerals, except petroleum -----	2	(D)	(D)	BB	2	(D)	(D)	BB	-	-
506	Electrical goods -----	10	7 929	1 035	54	10	7 929	1 035	BB	-	-
507	Hardware, and plumbing and heating equipment and supplies -----	7	(D)	(D)	BB	6	(D)	(D)	BB	1	(D)
508	Machinery, equipment, and supplies -----	26	45 660	4 269	194	25	(D)	(D)	CC	1	(D)
509	Miscellaneous durable goods -----	11	(D)	(D)	CC	11	(D)	(D)	CC	-	-
<b>51</b>	<b>Nondurable goods -----</b>	<b>80</b>	<b>563 210</b>	<b>17 680</b>	<b>783</b>	<b>67</b>	<b>445 718</b>	<b>15 135</b>	<b>653</b>	<b>13</b>	<b>117 492</b>
511	Paper and paper products -----	8	(D)	(D)	BB	7	(D)	(D)	BB	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	1	(D)	(D)	AA	1	(D)	(D)	AA	-	-
513	Apparel, piece goods, and notions -----	3	(D)	(D)	AA	2	(D)	(D)	AA	1	(D)
514	Groceries and related products -----	13	144 889	4 917	210	6	(D)	(D)	CC	7	(D)
515	Farm-product raw materials -----	12	282 744	2 303	108	10	(D)	(D)	BB	2	(D)
516	Chemicals and allied products -----	3	(D)	(D)	BB	3	(D)	(D)	BB	-	-
517	Petroleum and petroleum products -----	11	(D)	(D)	BB	10	(D)	(D)	BB	1	(D)
518	Beer, wine, and distilled alcoholic beverages -----	4	15 491	1 963	92	4	15 491	1 963	BB	-	-
519	Miscellaneous nondurable goods -----	25	(D)	(D)	CC	24	(D)	(D)	CC	1	(D)

**Table 8. Summary Statistics for the Area Outside Metropolitan Areas: 1992**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

SIC code	Kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
	<b>Wholesale trade -----</b>	<b>1 228</b>	<b>3 032 978</b>	<b>173 517</b>	<b>8 909</b>	<b>1 125</b>	<b>2 518 131</b>	<b>156 751</b>	<b>8 011</b>	<b>103</b>	<b>514 847</b>
<b>50</b>	<b>Durable goods -----</b>	<b>642</b>	<b>1 020 637</b>	<b>97 755</b>	<b>4 360</b>	<b>593</b>	<b>906 143</b>	<b>88 046</b>	<b>4 083</b>	<b>49</b>	<b>114 494</b>
501	Motor vehicles and motor vehicle parts and supplies -----	165	185 636	21 733	1 080	161	(D)	(D)	GG	4	(D)
5012	Automobiles and other motor vehicles -----	22	(D)	(D)	CC	21	(D)	(D)	CC	1	(D)
5013	Motor vehicle supplies and new parts -----	107	(D)	(D)	FF	104	(D)	(D)	FF	3	(D)
5014	Tires and tubes -----	21	(D)	(D)	CC	21	(D)	(D)	CC	—	—
5015	Motor vehicle parts, used -----	15	(D)	(D)	BB	15	(D)	(D)	BB	—	—
502	Furniture and homefurnishings -----	12	(D)	(D)	BB	11	(D)	(D)	BB	1	(D)
5021	Furniture -----	7	(D)	(D)	BB	7	(D)	(D)	BB	—	—
5023	Homefurnishings -----	5	354	99	14	4	(D)	(D)	AA	1	(D)
503	Lumber and other construction materials -----	58	184 890	9 989	396	47	(D)	(D)	EE	11	(D)
5031	Lumber, plywood, millwork, and wood panels -----	39	170 317	7 869	307	29	(D)	(D)	EE	10	(D)
5032	Brick, stone, and related construction materials -----	5	(D)	(D)	BB	4	(D)	(D)	AA	1	(D)
5033	Roofing, siding, and insulation materials -----	7	3 566	462	21	7	3 566	462	21	—	—
5039	Construction materials, n.e.c. -----	7	(D)	(D)	BB	7	(D)	(D)	BB	—	—
504	Professional and commercial equipment and supplies -----	78	113 368	15 999	563	72	(D)	(D)	EE	6	(D)
5043	Photographic equipment and supplies -----	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5044	Office equipment -----	20	21 753	4 806	193	19	(D)	(D)	CC	1	(D)
5045	Computers and computer peripheral equipment and software -----	25	66 602	7 380	217	24	(D)	(D)	CC	1	(D)
5046	Commercial equipment, n.e.c. -----	11	(D)	(D)	BB	10	(D)	(D)	BB	1	(D)
5047	Medical, dental, and hospital equipment and supplies -----	10	(D)	(D)	BB	8	(D)	(D)	BB	2	(D)
5048	Ophthalmic goods -----	5	(D)	(D)	BB	4	(D)	(D)	BB	1	(D)
5049	Professional equipment and supplies, n.e.c. -----	6	(D)	(D)	AA	6	(D)	(D)	AA	—	—
505	Metals and minerals, except petroleum -----	18	(D)	(D)	CC	18	(D)	(D)	CC	—	—
5051	Metals service centers and offices -----	16	(D)	(D)	CC	16	(D)	(D)	CC	—	—
5052	Coal and other minerals and ores -----	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—
506	Electrical goods -----	44	53 700	4 334	205	36	(D)	(D)	CC	8	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	27	44 930	3 321	156	21	(D)	(D)	CC	6	(D)
5064	Electrical appliances, television and radio sets -----	2	(D)	(D)	AA	1	(D)	(D)	AA	1	(D)
5065	Electronic parts and equipment, n.e.c. -----	15	(D)	(D)	BB	14	(D)	(D)	BB	1	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	33	(D)	(D)	EE	30	54 552	6 334	295	3	(D)
5072	Hardware -----	9	13 569	2 521	125	9	13 569	2 521	125	—	—
5074	Plumbing and heating equipment and supplies (hydronics) -----	18	(D)	(D)	CC	17	(D)	(D)	CC	1	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	3	(D)	(D)	AA	1	(D)	(D)	AA	2	(D)
5078	Refrigeration equipment and supplies -----	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
508	Machinery, equipment, and supplies -----	169	278 160	29 165	1 263	158	(D)	(D)	GG	11	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	19	61 162	7 179	237	18	(D)	(D)	CC	1	(D)
5083	Farm and garden machinery and equipment -----	77	145 546	13 584	674	75	(D)	(D)	FF	2	(D)
5084	Industrial machinery and equipment -----	33	27 391	2 991	123	26	(D)	(D)	CC	7	(D)
5085	Industrial supplies -----	21	(D)	(D)	CC	20	(D)	(D)	CC	1	(D)
5087	Service establishment equipment and supplies -----	17	(D)	(D)	BB	17	(D)	(D)	BB	—	—
5088	Transportation equipment and supplies, except motor vehicles -----	2	(D)	(D)	BB	2	(D)	(D)	BB	—	—
509	Miscellaneous durable goods -----	65	114 499	6 265	361	60	(D)	(D)	EE	5	(D)
5091	Sporting and recreational goods and supplies -----	18	(D)	(D)	CC	16	(D)	(D)	CC	2	(D)
5092	Toys and hobby goods and supplies -----	5	(D)	(D)	BB	5	(D)	(D)	BB	—	—
5093	Scrap and waste materials -----	18	(D)	(D)	BB	17	(D)	(D)	BB	1	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5099	Durable goods, n.e.c. -----	21	(D)	(D)	CC	19	(D)	(D)	BB	2	(D)
<b>51</b>	<b>Nondurable goods -----</b>	<b>586</b>	<b>2 012 341</b>	<b>75 762</b>	<b>4 549</b>	<b>532</b>	<b>1 611 988</b>	<b>68 705</b>	<b>3 928</b>	<b>54</b>	<b>400 353</b>
511	Paper and paper products -----	29	(D)	(D)	EE	27	(D)	(D)	EE	2	(D)
5111	Printing and writing paper -----	—	—	—	—	—	—	—	—	—	—
5112	Stationery and office supplies -----	25	(D)	(D)	CC	23	(D)	(D)	CC	2	(D)
5113	Industrial and personal service paper -----	4	(D)	(D)	BB	4	(D)	(D)	BB	—	—
512	Drugs, drug proprietaries, and druggists' sundries -----	6	(D)	(D)	AA	6	(D)	(D)	AA	—	—
5122	Drugs, drug proprietaries, and druggists' sundries -----	6	(D)	(D)	AA	6	(D)	(D)	AA	—	—
513	Apparel, piece goods, and notions -----	11	(D)	(D)	CC	11	(D)	(D)	CC	—	—
5131	Piece goods, notions, and other dry goods -----	3	(D)	(D)	CC	3	(D)	(D)	CC	—	—
5136	Men's and boys' clothing and furnishings -----	5	(D)	(D)	BB	5	(D)	(D)	BB	—	—
5137	Women's, children's, and infants' clothing and accessories -----	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5139	Footwear -----	—	—	—	—	—	—	—	—	—	—
514	Groceries and related products -----	87	201 036	13 071	740	71	(D)	(D)	FF	16	(D)
5141	Groceries, general line -----	5	(D)	(D)	CC	5	(D)	(D)	CC	—	—
5142	Packaged frozen foods -----	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5143	Dairy products, except dried or canned -----	23	(D)	(D)	BB	18	(D)	(D)	BB	5	(D)
5144	Poultry and poultry products -----	1	(D)	(D)	AA	—	—	—	—	1	(D)
5145	Confectionery -----	2	(D)	(D)	AA	2	(D)	(D)	AA	—	—

**Table 8. Summary Statistics for the Area Outside Metropolitan Areas: 1992 —Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

SIC code	Kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>Wholesale trade —Con.</b>											
<b>51</b>	<b>Nondurable goods —Con.</b>										
514	Groceries and related products —Con.										
5146	Fish and seafoods .....	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5147	Meats and meat products .....	10	(D)	(D)	BB	10	(D)	(D)	BB	—	—
5148	Fresh fruits and vegetables .....	5	(D)	(D)	BB	5	(D)	(D)	BB	—	—
5149	Groceries and related products, n.e.c. ....	35	100 548	6 987	345	25	(D)	(D)	EE	10	(D)
515	Farm-product raw materials .....	120	894 118	10 304	791	108	(D)	(D)	EE	12	(D)
5153	Grain and field beans .....	99	(D)	(D)	EE	99	(D)	(D)	EE	—	—
5154	Livestock .....	17	(D)	(D)	EE	5	(D)	(D)	BB	12	(D)
5159	Farm-product raw materials, n.e.c. ....	4	(D)	(D)	AA	4	(D)	(D)	AA	—	—
516	Chemicals and allied products .....	14	(D)	(D)	CC	11	(D)	(D)	BB	3	(D)
5162	Plastics materials and basic forms and shapes ...	—	—	—	—	—	—	—	—	—	—
5169	Chemicals and allied products, n.e.c. ....	14	(D)	(D)	CC	11	(D)	(D)	BB	3	(D)
517	Petroleum and petroleum products .....	135	(D)	(D)	GG	120	399 104	15 604	924	15	(D)
5171	Petroleum bulk stations and terminals .....	120	(D)	(D)	FF	106	(D)	(D)	FF	14	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	15	(D)	(D)	CC	14	(D)	(D)	BB	1	(D)
518	Beer, wine, and distilled alcoholic beverages .....	33	90 618	9 912	439	32	(D)	(D)	EE	1	(D)
5181	Beer and ale .....	29	86 395	9 488	412	29	86 395	9 488	412	—	—
5182	Wine and distilled alcoholic beverages .....	4	4 223	424	27	3	(D)	(D)	BB	1	(D)
519	Miscellaneous nondurable goods .....	151	194 238	14 534	913	146	(D)	(D)	FF	5	(D)
5191	Farm supplies .....	103	114 480	7 955	516	100	(D)	(D)	EE	3	(D)
5192	Books, periodicals, and newspapers .....	9	14 411	1 606	142	9	14 411	1 606	142	—	—
5193	Flowers, nursery stock, and florists' supplies .....	3	(D)	(D)	AA	3	(D)	(D)	AA	—	—
5194	Tobacco and tobacco products .....	8	(D)	(D)	CC	8	(D)	(D)	CC	—	—
5198	Paints, varnishes, and supplies .....	1	(D)	(D)	AA	1	(D)	(D)	AA	—	—
5199	Nondurable goods, n.e.c. ....	27	17 828	2 264	122	25	(D)	(D)	CC	2	(D)

**Table 9. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1992**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>Montana .....</b>	<b>(X)</b>	<b>5 884 442</b>	<b>5 884 442</b>	<b>100.0</b>	<b>Montana—Con.</b>				
Billings .....	1	1 864 590	1 864 590	31.7	Glasgow .....	16	24 443	4 155 207	70.6
Great Falls .....	2	639 842	2 504 432	42.6	Hardin .....	17	24 137	4 179 344	71.0
Missoula .....	3	455 371	2 959 803	50.3	Livingston .....	18	18 077	4 197 421	71.3
Helena .....	4	251 661	3 211 464	54.6	Dillon .....	19	17 504	4 214 925	71.6
Butte-Silver Bow .....	5	211 754	3 423 218	58.2	Laurel .....	20	6 806	4 221 731	71.7
Bozeman .....	6	159 603	3 582 821	60.9	Whitefish .....	21	3 734	4 225 465	71.8
Kalispell .....	7	145 592	3 728 413	63.4	Columbia Falls .....	22	3 159	4 228 624	71.9
Lewistown .....	8	94 235	3 822 648	65.0	Anaconda-Deer Lodge County .....	23	2 675	4 231 299	71.9
Conrad .....	9	54 112	3 876 760	65.9	Cut Bank .....	(X)	(D)	(X)	(X)
Miles City .....	10	53 881	3 930 641	66.8	Deer Lodge .....	(X)	(D)	(X)	(X)
Hamilton .....	11	53 236	3 983 877	67.7					
Havre .....	12	47 819	4 031 696	68.5	Glendive .....	(X)	(D)	(X)	(X)
Belgrade .....	13	33 209	4 064 905	69.1	Libby .....	(X)	(D)	(X)	(X)
Sidney .....	14	32 975	4 097 880	69.6	Polson .....	(X)	(D)	(X)	(X)
Shelby .....	15	32 884	4 130 764	70.2	Wolf Point .....	(X)	(D)	(X)	(X)

<sup>1</sup>Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.



**Table 10. Counties Ranked by Volume of Sales: 1992**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>Montana -----</b>	<b>(X)</b>	<b>5 884 442</b>	<b>5 884 442</b>	<b>100.0</b>	<b>Montana—Con.</b>				
Yellowstone -----	1	2 099 248	2 099 248	35.7	Sanders -----	26	19 618	5 517 780	93.8
Cascade -----	2	752 216	2 851 464	48.5	Sheridan -----	27	18 808	5 536 588	94.1
Missoula -----	3	604 588	3 456 052	58.7	Phillips -----	28	17 614	5 554 202	94.4
Lewis and Clark -----	4	280 788	3 736 840	63.5	Judith Basin -----	29	17 286	5 571 488	94.7
Gallatin -----	5	276 747	4 013 587	68.2	Lincoln -----	30	8 987	5 580 475	94.8
Flathead -----	6	214 862	4 228 449	71.9	Fallon -----	31	8 652	5 589 127	95.0
Silver Bow -----	7	211 754	4 440 203	75.5	Musselshell -----	32	7 147	5 596 274	95.1
Chouteau -----	8	155 936	4 596 139	78.1	Prairie -----	33	4 528	5 600 802	95.2
Fergus -----	9	144 468	4 740 607	80.6	Madison -----	34	4 453	5 605 255	95.3
Hill -----	10	110 280	4 850 887	82.4	Jefferson -----	35	3 731	5 608 986	95.3
Richland -----	11	79 280	4 930 167	83.8	Deer Lodge -----	36	2 675	5 611 661	95.4
Pondera -----	12	78 736	5 008 903	85.1	Sweet Grass -----	37	2 459	5 614 120	95.4
Ravalli -----	13	76 654	5 085 557	86.4	Rosebud -----	38	1 902	5 616 022	95.4
Custer -----	14	63 606	5 149 163	87.5	Meagher -----	39	1 742	5 617 764	95.5
Glacier -----	15	50 152	5 199 315	88.4	Yellowstone National Park -----	(X)	-	5 617 764	95.5
Valley -----	16	43 247	5 242 562	89.1	Blaine -----	(X)	(D)	(X)	(X)
Teton -----	17	43 139	5 285 701	89.8	Carbon -----	(X)	(D)	(X)	(X)
Dawson -----	18	34 832	5 320 533	90.4	Carter -----	(X)	(D)	(X)	(X)
Daniels -----	19	31 263	5 351 796	90.9	Garfield -----	(X)	(D)	(X)	(X)
Beaverhead -----	20	26 441	5 378 237	91.4	Golden Valley -----	(X)	(D)	(X)	(X)
McCone -----	21	25 814	5 404 051	91.8	Granite -----	(X)	(D)	(X)	(X)
Lake -----	22	24 306	5 428 357	92.2	Liberty -----	(X)	(D)	(X)	(X)
Big Horn -----	23	24 137	5 452 494	92.7	Mineral -----	(X)	(D)	(X)	(X)
Broadwater -----	24	23 631	5 476 125	93.1	Petroleum -----	(X)	(D)	(X)	(X)
Park -----	25	22 037	5 498 162	93.4	Powder River -----	(X)	(D)	(X)	(X)
					Powell -----	(X)	(D)	(X)	(X)
					Roosevelt -----	(X)	(D)	(X)	(X)
					Stillwater -----	(X)	(D)	(X)	(X)
					Toole -----	(X)	(D)	(X)	(X)
					Treasure -----	(X)	(D)	(X)	(X)
					Wheatland -----	(X)	(D)	(X)	(X)
					Wibaux -----	(X)	(D)	(X)	(X)

<sup>1</sup>Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

# Appendix A.

## General Explanation

### CENSUS COVERAGE AND METHODOLOGY

**Structure and method of enumeration.** All wholesale firms that had at least one quarter of payroll in 1992 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1992 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1991 Report of Company Organization was used as a coverage check in the census. In the 1992 Census, all multiestablishment firms were asked to notify the Census Bureau of any establishments for which a form was not received. Report forms were subsequently provided to the firms for these establishments.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

**Method of classifying kinds of business.** Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

### COMPARABILITY OF THE 1987 AND 1992 CENSUSES

The 1987 and 1992 censuses were conducted under similar conditions and procedures except for the following:

**Classifications.** In both 1992 and 1987, classifications are based on the *1987 Standard Industrial Classification (SIC) Manual*.<sup>1</sup> As a result of a later clarification in 1992, the sale of industrial controls has been classified in electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063) as it was in 1982 and all previous censuses. In 1987, the sale of industrial controls was classified in industrial machinery and equipment (SIC 5084).

**Geographic areas.** The boundaries of a number of areas for which data are shown in the 1992 census are not the same as in the 1987 census because of annexations; other boundary changes; and redefinitions of metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).<sup>2</sup> In addition, data for consolidated cities are included in the 1992 census.

Data for special economic urban areas (SEUA's) with 10,000 inhabitants or more in Michigan, Minnesota, New York, and Wisconsin qualified for publication in the 1992 census. This included townships in Michigan and Minnesota and towns in New York and Wisconsin. However, Minnesota did not have any townships that met the publication criteria.

### EXPLANATION OF TERMS

**Establishments.** An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and are provided in the wholesale trade report, *Miscellaneous*

<sup>1</sup>*Standard Industrial Classification Manual: 1987.* For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

<sup>2</sup>Newly defined metropolitan areas (MA's) were announced by the Office of Management and Budget (OMB) effective June 30, 1993.

**Subjects (WC92-S-4).** Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents the number in business at any time during 1992. Appendix G provides a comparison of the number of establishments active any time during the year versus the number in business at the end of the year.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

**Firms.** A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic census, the terms "firm" and "company" are synonymous.

**Sales.** Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

**Annual payroll.** Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, employee contributions to

qualified pension plans, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used on Internal Revenue Service (IRS) form 941.

**First quarter payroll.** This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1992.

**Paid employees for pay period including March 12.** Paid employees consist of the full- and part-time employees, including salaried officers and executives of corporations, who were on the payroll during the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

**1992 and 1991 inventories.** Inventories consist of stocks of merchandise for sale at the end of 1992 and 1991. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1992 and 1991 inventories LIFO composition are published in the 1992 Census of Wholesale Trade report, *Miscellaneous Subjects (WC92-S-4)*.

**Operating expenses.** Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold; income or excise taxes; or withdrawals by proprietors or partners of unincorporated businesses.

**Auxiliary establishments.** Each company included in this census was asked to identify and separately report auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data presented in this report do not include auxiliary establishments. Data for auxiliaries are presented in a subsequent report issued as part of the 1992 Enterprise Statistics reports.

## KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products. Sales branches and offices located at plants are included when separate records are available.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they consider themselves retail, sell to the general public, and their sales to contractors and the general public is more than half their total sales.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1987 SIC manual. When a more detailed classification than defined in the SIC manual was needed, additional kinds-of-business were identified within an SIC industry.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1992 Census of Wholesale Trade report, *Commodity Line Sales* (WC92-S-3). Descriptions of the 1992 Census of Wholesale Trade kind-of-business classifications follow:

### **Durable Goods (SIC Major Group 50)**

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

### **Motor vehicles and motor vehicle parts and supplies (SIC 501)**

**Automobiles and other motor vehicles (SIC 5012).** Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

SIC 5012 is subdivided in some tables into—

1. Automobile, light trucks, motorcycles, busses and recreational vehicles.
  - a. Automobiles and motorcycles.
  - b. Buses and recreational vehicles.
  - c. Light trucks and vans (14,000 lb or less).
2. Medium and heavy trucks and tractors (over 14,000 lb).
  - a. Medium trucks (14,001 to 26,000 lb).
  - b. Heavy trucks and tractors (over 26,000 lb).

**Motor vehicle supplies and new parts (SIC 5013).** Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors.
2. Motor vehicle supplies and new parts—jobbers.
3. Petroleum products marketing equipment.

**Tires and tubes (SIC 5014).** Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

**Motor vehicle parts, used (SIC 5015).** Establishments primarily engaged in the wholesale distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

### **Furniture and homefurnishings (SIC 502)**

**Furniture (SIC 5021).** Establishments primarily engaged in the wholesale distribution of furniture, including bedsprings, mattresses, and other household furniture; office furniture;

and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

1. Household and lawn furniture.
2. Office and business furniture.

**Homefurnishings (SIC 5023).** Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

SIC 5023 is subdivided in some tables into—

1. Household china, glassware, and crockery.
2. Linens, domestics, draperies, and curtains.
3. Floor coverings.
4. Other homefurnishings.

### **Lumber and other construction materials (SIC 503)**

**Lumber, plywood, millwork and wood panels (SIC 5031).** Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

SIC 5031 is subdivided in some tables into—

1. Lumber—without yard.
2. Lumber—with yard.
3. Plywood, millwork, and wood panels

**Brick, stone, and related construction materials (SIC 5032).** Establishments primarily engaged in the wholesale distribution of stone, cement, lime construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

SIC 5032 is subdivided in some tables into—

1. Brick, block, tile, clay/cement sewer pipe.
2. Sand, gravel, and stone.
3. Cement, lime, and related products.

**Roofing, siding, and insulation materials (SIC 5033).** Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

**Construction materials, n.e.c. (SIC 5039).** Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

SIC 5039 is subdivided in some tables into—

1. Flat glass and other construction glass.
2. Other construction materials.

### **Professional and commercial equipment and supplies (SIC 504)**

**Photographic equipment and supplies (SIC 5043).** Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.

**Office equipment (SIC 5044).** Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment, and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

**Computers and computer peripheral equipment and software (SIC 5045).** Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).

- a. Computers and peripheral equipment sold for resale.
  - b. Computers and peripheral equipment sold for end use.
2. Computer software (prepackaged, off-the-shelf).

**Commercial equipment, n.e.c. (SIC 5046).** Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

**Medical, dental, and hospital equipment and supplies (SIC 5047).** Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment.
2. Dental equipment and supplies.

**Ophthalmic Goods (SIC 5048).** Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

**Professional equipment and supplies, n.e.c. (SIC 5049).** Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies, n.e.c. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

## **Metals and minerals, except petroleum (SIC 505)**

**Metals service centers and offices (SIC 5051).** Establishments primarily engaged in marketing semifinished metal products, except precious metals. Establishments in

this industry may operate with warehouses (metals service centers) or without warehouses (metals sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and offices.
  - a. Ferrous metals service centers.
  - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and offices.
  - a. Nonferrous metals service centers.
  - b. Nonferrous metals sales offices.

**Coal and other minerals and ores (SIC 5052).** Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetallic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032. Establishments primarily engaged in the wholesale distribution of crude petroleum are classified in Industry Group 517.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

## **Electrical goods (SIC 506)**

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

**Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063).** Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

**Electrical appliances, television and radio sets (SIC 5064).** Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household

electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household gas and electric laundry equipment and refrigerators and freezers.

**Electronic parts and equipment, n.e.c. (SIC 5065).**

Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, CD-players, and other household sound or video equipment are classified in Industry 5064.

SIC 5065 is subdivided in some tables into—

1. Communications equipment.
2. Other electronic parts and equipment.

**Hardware, and plumbing and heating equipment and supplies (SIC 507)**

**Hardware (SIC 5072).** Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

**Plumbing and heating equipment and supplies (hydronics) (SIC 5074).** Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

**Warm air heating and air-conditioning equipment and supplies (SIC 5075).** Establishments primarily engaged in the wholesale distribution of warm air heating and air-conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air-conditioning equipment are classified in Construction, Industry 1711.

**Refrigeration equipment and supplies (SIC 5078).** Establishments primarily engaged in the wholesale distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installation of refrigeration equipment from their own stock are classified in Construction, Industry 1711.

**Machinery, equipment, and supplies (SIC 508)**

**Construction and mining (except petroleum) machinery and equipment (SIC 5082).** Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power

shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

**Farm and garden machinery and equipment (SIC 5083).**

Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm, lawn, or garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distributors.
3. Lawn and garden machinery and equipment.

**Industrial machinery and equipment (SIC 5084).** Establishments primarily engaged in the wholesale distribution of industrial machinery and equipment, not elsewhere classified.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery and equipment.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery and equipment.
4. Materials handling equipment.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.
6. Other industrial machinery and equipment. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette machinery, and similar special industry machinery.

**Industrial supplies (SIC 5085).** Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission equipment.
3. Hydraulic and pneumatic (fluid-power) parts, accessories, and supplies.
4. Welding supplies.
5. Industrial containers and supplies.
6. Industrial valves and fittings, except fluid-power.

7. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

**Service establishment equipment and supplies (SIC 5087).** Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, dry-cleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and dry-cleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

**Transportation equipment and supplies, except motor vehicles (SIC 5088).** Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.
3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

### Miscellaneous durable goods (SIC 509)

**Sporting and recreational goods and supplies (SIC 5091).** Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

**Toys and hobby goods and supplies (SIC 5092).** Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

**Scrap and waste materials (SIC 5093).** Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling automobiles for the purpose of selling secondhand parts at retail are classified in Industry 5015.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
  - a. Iron and steel scrap processors (using power processing equipment).
  - b. Iron and steel scrap dealers (not using power processing equipment).
2. Nonferrous recyclable materials.

**Jewelry, watches, precious stones, and precious metals (SIC 5094).** Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

SIC 5094 is subdivided in some tables into—

1. Jewelry, watches, diamonds, precious stones, and silverware.
2. Precious metals (excluding ores).

**Durable goods, n.e.c. (SIC 5099).** Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.
3. General merchandise—durable.
4. Compact disks, prerecorded audio tapes, and phonograph records.
5. Fire extinguishers and fire safety equipment.
6. Other durable goods.

### Nondurable Goods (SIC Major Group 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.



## Paper and paper products (SIC 511)

**Printing and writing paper (SIC 5111).** Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

**Stationery and office supplies (SIC 5112).** Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

**Industrial and personal service paper (SIC 5113).** Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

## Drugs, drug proprietaries, and druggists' sundries (SIC 512)

**Drugs, drug proprietaries, and druggists' sundries (SIC 5122).** Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are wholesalers who reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line drugs, pharmaceuticals, cosmetics, and toiletries. These are wholesale establishments engaged in selling limited lines among the above products.

## Apparel, piece goods, and notions (SIC 513)

**Piece goods, notions, and other dry goods (SIC 5131).** Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.), and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods.
  - a. Piece goods—jobbers.

b. Piece goods—converters.

2. Notions and other dry goods.

**Men's and boys' clothing and furnishings (SIC 5136).** Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

**Women's, children's, and infants' clothing and accessories (SIC 5137).** Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

**Footwear (SIC 5139).** Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

## Groceries and related products (SIC 514)

**Groceries, general-line (SIC 5141).** Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary.
2. Retail cooperative.
3. Other general-line.

**Packaged frozen foods (SIC 5142).** Establishments primarily engaged in the wholesale distribution of packaged quick-frozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

**Dairy products, except dried or canned (SIC 5143).** Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

SIC 5143 is subdivided in some tables into—

1. Raw milk.
2. Dairy products, except raw milk.

**Poultry and poultry products (SIC 5144).** Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

SIC 5144 is subdivided in some tables into—

1. Live poultry.
2. Poultry and poultry products, except live.

**Confectionery (SIC 5145).** Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

**Fish and seafoods (SIC 5146).** Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

**Meats and meat products (SIC 5147).** Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

SIC 5147 is subdivided in some tables into—

1. Meats and meat products, except boxed beef.
2. Packaging boxed beef.

**Fresh fruits and vegetables (SIC 5148).** Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

**Groceries and related products, n.e.c. (SIC 5149).** Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily

engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

## **Farm-product raw materials (SIC 515)**

**Grain and field beans (SIC 5153).** Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice), dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

**Livestock (SIC 5154).** Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

**Farm-product raw materials, n.e.c. (SIC 5159).** Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

## **Chemicals and allied products (SIC 516)**

**Plastics materials and basic forms and shapes (SIC 5162).** Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

**Chemicals and allied products, n.e.c. (SIC 5169).** Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified,

such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine. Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

### **Petroleum and petroleum products (SIC 517)**

This industry group includes establishments primarily engaged in the wholesale distribution of crude petroleum and petroleum products. Included are establishments primarily engaged in the distribution of liquefied petroleum gas. Establishments primarily engaged in the transmission and/or distribution of natural gas are classified in Utilities, Industry Group 492.

**Petroleum bulk stations and terminals (SIC 5171).** Establishments primarily engaged in the wholesale distribution of crude petroleum and petroleum products from bulk liquid storage facilities. These establishments have a bulk liquid storage capacity of 10,000 gallons or more.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

**Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172).** Establishments primarily engaged in the wholesale distribution of crude petroleum and petroleum products. These establishments do not have a bulk liquid storage capacity of 10,000 gallons or more. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale.

### **Beer, wine, and distilled alcoholic beverages (SIC 518)**

**Beer and ale (SIC 5181).** Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

**Wine and distilled alcoholic beverages (SIC 5182).** Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled alcoholic beverages—licensed.
2. Wine and distilled alcoholic beverages—State operated.

### **Miscellaneous nondurable goods (SIC 519)**

**Farm supplies (SIC 5191).** Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

**Books, periodicals, and newspapers (SIC 5192).** Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

**Flowers, nursery stock, and florists' supplies (SIC 5193).** Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

**Tobacco and tobacco products (SIC 5194).** Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

**Paints, varnishes, and supplies (SIC 5198).** Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

**Nondurable goods, n.e.c. (SIC 5199).** Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise—nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

### **TYPE-OF-OPERATION CLASSIFICATIONS**

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:

**Merchant wholesalers.** Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

*Wholesale distributors and jobbers.* Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

*Importers.* Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

*Exporters.* Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

*Terminal grain elevators.* Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

*Country grain elevators.* Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

*Assemblers of farm products, except country grain elevators.* Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

**Manufacturers' sales branches and offices.** Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in retail trade. Sales branches and offices located at plants and administrative offices are included when separate records are available.

*Manufacturers' sales branches.* A branch with a stock of merchandise for sale. Included are refiner—marketers owned and operated by petroleum refining companies primarily for marketing their products.

*Manufacturers' sales offices.* An office without a stock of merchandise for sale.

**Agents, brokers, and commission merchants.** Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

*Auction companies.* Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

*Brokers (representing buyers or sellers).* Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

*Commission merchants.* Wholesale establishments operating in the domestic market receiving goods for sale on consignment.

*Import agents.* Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

*Export agents.* Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

*Manufacturers' agents.* Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.



# Appendix C. Kind-of-Business Titles and Reporting-Form Numbers

[Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233]

SIC code	Title	Standard form CB-	Short form CB-	SIC code	Title	Standard form CB-	Short form CB-
<b>DURABLE GOODS</b>				<b>DURABLE GOODS—Con.</b>			
501	Motor vehicles and motor vehicle parts and supplies:			509	Miscellaneous durable goods:		
5012	Automobiles and other motor vehicles -----	5012	5003	5091	Sporting and recreational goods and supplies -----	5091	5003
5013	Motor vehicle supplies and new parts -----	5013	5003	5092	Toys and hobby goods and supplies -----	5091	5003
5014	Tires and tubes -----	5013	5003	5093	Scrap and waste materials -----	5093	5003
5015	Motor vehicle parts, used -----	5013	5003	5094	Jewelry, watches, precious stones, and precious metals -----	5094	5003
				5099	Durable goods, n.e.c. -----	5099	5003
<b>DURABLE GOODS</b>				<b>NONDURABLE GOODS</b>			
502	Furniture and homefurnishings:			511	Paper and paper products:		
5021	Furniture -----	5020	5001	5111	Printing and writing paper -----	5110	5102
5023	Homefurnishings -----	5020	5001	5112	Stationery and office supplies -----	5110	5102
				5113	Industrial and personal service paper -----	5110	5102
503	Lumber and other construction materials:			512	Drugs, drug proprietaries, and druggists' sundries:		
5031	Lumber, plywood, millwork, and wood panels -----	5030	5001	5122	Drugs, drug proprietaries, and druggists' sundries -----	5122	5102
5032	Brick, stone, and related construction materials -----	5030	5001				
5033	Roofing, siding, and insulation materials -----	5030	5001				
5039	Construction materials, n.e.c. -----	5030	5001	513	Apparel, piece goods, and notions:		
				5131	Piece goods, notions, and other dry goods -----	5131	5102
504	Professional and commercial equipment and supplies:			5136	Men's and boys' clothing and furnishings -----	5136	5102
5043	Photographic equipment and supplies -----	5043	5003	5137	Women's, children's, and infants' clothing and accessories -----	5136	5102
5044	Office equipment -----	5045	5002	5139	Footwear -----	5136	5102
5045	Computers and computer peripheral equipment and software -----	5045	5002				
5046	Commercial equipment, n.e.c. -----	5043	5002	514	Groceries and related products:		
5047	Medical, dental, and hospital equipment and supplies -----	5047	5002	5141	Groceries, general line -----	5141	5101
5048	Ophthalmic goods -----	5047	5002	5142	Packaged frozen foods -----	5142	5101
5049	Professional equipment and supplies, n.e.c. -----	5047	5002	5143	Dairy products, except dried or canned -----	5143	5101
				5144	Poultry and poultry products -----	5144	5101
				5145	Confectionery -----	5145	5101
				5146	Fish and seafoods -----	5146	5101
505	Metals and minerals, except petroleum:			5147	Meats and meat products -----	5147	5101
5051	Metals service centers and offices -----	5051	5003	5148	Fresh fruits and vegetables -----	5148	5101
5052	Coal and other minerals and ores -----	5052	5003	5149	Groceries and related products, n.e.c. -----	5141	5101
				515	Farm-product raw materials:		
506	Electrical goods:			5153	Grain and field beans -----	5150	5103
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	5060	5001	5154	Livestock -----	5150	5103
5064	Electrical appliances, television and radio sets -----	5060	5001	5159	Farm-product raw materials, n.e.c. -----	5150	5103
5065	Electronic parts and equipment, n.e.c. -----	5060	5001	516	Chemicals and allied products:		
				5162	Plastics materials and basic forms and shapes -----	5160	5102
				5169	Chemicals and allied products, n.e.c. -----	5160	5102
507	Hardware, and plumbing and heating equipment and supplies:			517	Petroleum and petroleum products:		
5072	Hardware -----	5070	5001	5171	Petroleum bulk stations and terminals -----	5170	1NA
5074	Plumbing and heating equipment and supplies (hydronics) -----	5070	5001	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	5170	1NA
5075	Warm air heating and air-conditioning equipment and supplies -----	5070	5001				
5078	Refrigeration equipment and supplies -----	5070	5001	518	Beer, wine, and distilled alcoholic beverages:		
				5181	Beer and ale -----	5180	5103
				5182	Wine and distilled alcoholic beverages -----	5180	5103
508	Machinery, equipment, and supplies:			519	Miscellaneous nondurable goods:		
5082	Construction and mining (except petroleum) machinery and equipment -----	5082	5002	5191	Farm supplies -----	5191	5102
5083	Farm and garden machinery and equipment -----	5083	5002	5192	Books, periodicals, and newspapers -----	5192	5102
5084	Industrial machinery and equipment -----	5084	5002	5193	Flowers, nursery stock, and florists' supplies -----	5192	5102
5085	Industrial supplies -----	5085	5002	5194	Tobacco and tobacco products -----	5194	5102
5087	Service establishment equipment and supplies -----	5087	5002	5198	Paints, varnishes, and supplies -----	5198	5102
5088	Transportation equipment and supplies, except motor vehicles -----	5088	5002	5199	Nondurable goods, n.e.c. -----	5199	5102

<sup>1</sup>Petroleum wholesalers were all sent form CB-5170.

## Appendix D. Metropolitan Areas

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(Titles and definitions shown for MSA's, CMSA's, and PMSA's are those established by the Office of Management and Budget, as of June 30, 1993)

### **MONTANA**

#### **Billings, MT MSA**

Yellowstone County, MT

#### **Great Falls, MT MSA**

Cascade County, MT

# Appendix E.

## Percent of Sales Data Based on Administrative Records and Estimation for the State: 1992

[For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Kind of business	Percent of sales† —		SIC code	Kind of business	Percent of sales‡ —	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>			From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>Wholesale trade</b> .....	<b>3.5</b>	<b>3.1</b>		<b>Wholesale trade —Con.</b>		
<b>50</b>	<b>Durable goods</b> .....	<b>4.0</b>	<b>3.3</b>	<b>50</b>	<b>Durable goods —Con.</b>		
				509	Miscellaneous durable goods .....	4.4	.8
				5091	Sporting and recreational goods and supplies .....	4.0	.7
				5092	Toys and hobby goods and supplies .....	17.3	—
501	Motor vehicles and motor vehicle parts and supplies .....	4.7	2.4	5093	Scrap and waste materials .....	.7	.7
5012	Automobiles and other motor vehicles .....	6.7	.5	5094	Jewelry, watches, precious stones, and precious metals .....	(D)	(D)
5013	Motor vehicle supplies and new parts .....	2.9	5.3	5099	Durable goods, n.e.c. ....	(D)	(D)
5014	Tires and tubes .....	(D)	(D)				
5015	Motor vehicle parts, used .....	(D)	(D)	<b>51</b>	<b>Nondurable goods</b> .....	<b>3.2</b>	<b>3.0</b>
502	Furniture and homefurnishings .....	4.4	.1	511	Paper and paper products .....	7.1	.5
5021	Furniture .....	4.4	.3	5111	Printing and writing paper .....	2.9	—
5023	Homefurnishings .....	4.4	—	5112	Stationery and office supplies .....	1.3	1.2
				5113	Industrial and personal service paper .....	20.3	—
503	Lumber and other construction materials .....	1.6	5.1				
5031	Lumber, plywood, millwork, and wood panels .....	1.6	2.0	512	Drugs, drug proprietaries, and druggists' sundries .....	1.0	—
5032	Brick, stone, and related construction materials .....	.8	27.4	5122	Drugs, drug proprietaries, and druggists' sundries .....	1.0	—
5033	Roofing, siding, and insulation materials .....	5.1	—				
5039	Construction materials, n.e.c. ....	—	32.9	513	Apparel, piece goods, and notions .....	32.3	—
				5131	Piece goods, notions, and other dry goods .....	(D)	(D)
504	Professional and commercial equipment and supplies .....	3.4	3.3	5136	Men's and boys' clothing and furnishings .....	40.6	—
5043	Photographic equipment and supplies .....	(D)	(D)	5137	Women's, children's, and infants' clothing and accessories .....	14.6	—
5044	Office equipment .....	1.6	6.7	5139	Footwear .....	(D)	(D)
5045	Computers and computer peripheral equipment and software .....	.5	2.3	514	Groceries and related products .....	1.2	1.2
5046	Commercial equipment, n.e.c. ....	(D)	(D)	5141	Groceries, general line .....	—	1.1
5047	Medical, dental, and hospital equipment and supplies .....	16.4	5.1	5142	Packaged frozen foods .....	—	—
5048	Ophthalmic goods .....	(D)	(D)	5143	Dairy products, except dried or canned .....	6.4	14.0
5049	Professional equipment and supplies, n.e.c. ....	.4	—	5144	Poultry and poultry products .....	—	—
				5145	Confectionery .....	—	4.4
505	Metals and minerals, except petroleum .....	1.1	6.3	5146	Fish and seafoods .....	(D)	(D)
5051	Metals service centers and offices .....	(D)	(D)	5147	Meats and meat products .....	1.2	—
5052	Coal and other minerals and ores .....	(D)	(D)	5148	Fresh fruits and vegetables .....	—	—
				5149	Groceries and related products, n.e.c. ....	(D)	(D)
506	Electrical goods .....	2.4	6.2	515	Farm-product raw materials .....	1.5	4.0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	1.6	7.5	5153	Grain and field beans .....	1.4	4.1
5064	Electrical appliances, television and radio sets .....	(D)	(D)	5154	Livestock .....	(D)	(D)
5065	Electronic parts and equipment, n.e.c. ....	(D)	(D)	5159	Farm-product raw materials, n.e.c. ....	(D)	(D)
				516	Chemicals and allied products .....	.3	16.5
507	Hardware, and plumbing and heating equipment and supplies .....	6.5	1.2	5162	Plastics materials and basic forms and shapes .....	—	—
5072	Hardware .....	17.5	—	5169	Chemicals and allied products, n.e.c. ....	.3	16.5
5074	Plumbing and heating equipment and supplies (hydronics) .....	1.9	2.0	517	Petroleum and petroleum products .....	6.1	2.4
5075	Warm air heating and air-conditioning equipment and supplies .....	14.7	—	5171	Petroleum bulk stations and terminals .....	6.4	1.1
5078	Refrigeration equipment and supplies .....	—	—	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	4.9	7.8
508	Machinery, equipment, and supplies .....	5.3	3.4	518	Beer, wine, and distilled alcoholic beverages .....	1.9	.9
5082	Construction and mining (except petroleum) machinery and equipment .....	3.3	.8	5181	Beer and ale .....	2.0	.9
5083	Farm and garden machinery and equipment .....	7.8	.8	5182	Wine and distilled alcoholic beverages .....	—	—
5084	Industrial machinery and equipment .....	6.5	12.2	519	Miscellaneous nondurable goods .....	7.8	6.6
5085	Industrial supplies .....	1.5	8.6	5191	Farm supplies .....	10.1	9.3
5087	Service establishment equipment and supplies .....	(D)	(D)	5192	Books, periodicals, and newspapers .....	5.2	—
5088	Transportation equipment and supplies, except motor vehicles .....	(D)	(D)	5193	Flowers, nursery stock, and florists' supplies .....	22.0	—
				5194	Tobacco and tobacco products .....	—	—
				5198	Paints, varnishes, and supplies .....	2.7	—
				5199	Nondurable goods, n.e.c. ....	3.7	4.1

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.



## Appendix F. Geographic Notes

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### MONTANA

**Butte-Silver Bow (balance).** See “Butte-Silver Bow consolidated city.”

**Butte-Silver Bow consolidated city** is coextensive with Silver Bow County. It includes the city of Walkerville, which is not populous enough for separate tabulation. Therefore, “Butte-Silver Bow (balance),” which is a place equivalent, refers to the whole consolidated city.

# Appendix G.

## Establishments in Business Any Time During Year and Establishments in Business at End of Year for the State: 1992 and 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1987 and 1992 censuses, see appendix A]

SIC code	Kind of business	Establishments in business —			
		Any time during year		At end of year	
		1992	1987	1992	1987
	<b>Wholesale trade</b> .....	<b>1 853</b>	<b>1 804</b>	<b>1 753</b>	<b>1 713</b>
<b>50</b>	<b>Durable goods</b> .....	<b>1 044</b>	<b>987</b>	<b>993</b>	<b>941</b>
501	Motor vehicles and automotive parts and supplies .....	245	225	236	215
5012	Automobiles and other motor vehicles .....	40	40	38	37
5013	Motor vehicle supplies and new parts .....	148	146	141	140
5014	Tires and tubes .....	33	16	33	16
5015	Motor vehicle parts, used .....	24	23	24	22
502	Furniture and homefurnishings .....	28	21	27	21
5021	Furniture .....	14	13	14	13
5023	Homefurnishings .....	14	8	13	8
503	Lumber and other construction materials .....	95	86	88	80
5031	Lumber, plywood, millwork, and wood panels .....	57	44	52	41
5032	Brick, stone, and related construction materials .....	9	17	9	16
5033	Roofing, siding, and insulation materials .....	12	7	11	6
5039	Construction materials, n.e.c. ....	17	18	16	17
504	Professional and commercial equipment and supplies .....	139	137	134	128
5043	Photographic equipment and supplies .....	1	—	1	—
5044	Office equipment .....	34	40	33	39
5045	Computers and computer peripheral equipment and software .....	45	37	42	34
5046	Commercial equipment, n.e.c. ....	18	21	18	17
5047	Medical, dental, and hospital equipment and supplies .....	19	17	19	17
5048	Ophthalmic goods .....	8	8	8	7
5049	Professional equipment and supplies, n.e.c. ....	14	14	13	14
505	Metals and minerals, except petroleum .....	25	25	24	25
5051	Metals service centers and offices .....	23	25	22	25
5052	Coal and other minerals and ores .....	2	—	2	—
506	Electrical goods .....	84	70	76	69
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	48	39	44	39
5064	Electrical appliances, television and radio sets .....	7	9	5	8
5065	Electronic parts and equipment, n.e.c. ....	29	22	27	22
507	Hardware, and plumbing and heating equipment and supplies .....	61	71	58	67
5072	Hardware .....	15	17	14	17
5074	Plumbing and heating equipment and supplies (hydronics) .....	28	31	26	28
5075	Warm air heating and air-conditioning equipment and supplies .....	11	21	11	20
5078	Refrigeration equipment and supplies .....	7	2	7	2
508	Machinery, equipment, and supplies .....	276	295	263	285
5082	Construction and mining (except petroleum) machinery and equipment .....	37	39	37	38
5083	Farm and garden machinery and equipment .....	99	118	92	114
5084	Industrial machinery and equipment .....	65	69	62	67
5085	Industrial supplies .....	39	32	37	32
5087	Service establishment equipment and supplies .....	34	30	33	28
5088	Transportation equipment and supplies, except motor vehicles .....	2	7	2	6
509	Miscellaneous durable goods .....	91	57	87	51
5091	Sporting and recreational goods and supplies .....	23	11	23	11
5092	Toys and hobby goods and supplies .....	9	3	9	3
5093	Scrap and waste materials .....	29	21	27	18
5094	Jewelry, watches, precious stones, and precious metals .....	5	6	5	5
5099	Durable goods, n.e.c. ....	25	16	23	14
<b>51</b>	<b>Nondurable goods</b> .....	<b>809</b>	<b>817</b>	<b>760</b>	<b>772</b>
511	Paper and paper products .....	49	42	48	41
5111	Printing and writing paper .....	7	6	7	5
5112	Stationery and office supplies .....	34	27	33	27
5113	Industrial and personal service paper .....	8	9	8	9
512	Drugs, drug proprietaries, and druggists sundries .....	12	9	11	9
5122	Drugs, drug proprietaries, and druggists sundries .....	12	9	11	9
513	Apparel, piece goods, and notions .....	20	7	20	6
5131	Piece goods, notions, and other dry goods .....	3	1	3	—
5136	Men's and boys' clothing and furnishings .....	10	2	10	2
5137	Women's, children's, and infants' clothing and accessories .....	5	2	5	2
5139	Footwear .....	2	2	2	2

SIC code	Kind of business	Establishments in business —			
		Any time during year		At end of year	
		1992	1987	1992	1987
<b>51</b>	<b>Nondurable goods — Con.</b>				
514	Groceries and related products .....	143	157	135	146
5141	Groceries, general line .....	17	22	15	21
5142	Packaged frozen foods .....	7	10	7	10
5143	Dairy products, except dried or canned .....	27	35	26	30
5144	Poultry and poultry products .....	3	2	3	2
5145	Confectionery .....	6	6	6	5
5146	Fish and seafoods .....	6	4	6	4
5147	Meats and meat products .....	18	13	17	11
5148	Fresh fruits and vegetables .....	6	14	5	13
5149	Groceries and related products, n.e.c. ....	53	51	50	50
515	Farm-product raw materials .....	143	165	132	163
5153	Grain and field beans .....	116	131	109	130
5154	Livestock .....	23	28	21	27
5159	Farm-product raw materials, n.e.c. ....	4	6	2	6
516	Chemicals and allied products .....	30	28	28	27
5162	Plastics materials and basic forms and shapes .....	—	—	—	—
5169	Chemicals and allied products, n.e.c. ....	30	28	28	27
517	Petroleum and petroleum products .....	161	164	156	150
5171	Petroleum bulk stations and terminals .....	141	131	137	121
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	20	33	19	29
518	Beer, wine, and distilled alcoholic beverages .....	41	47	40	46
5181	Beer and ale .....	37	42	36	41
5182	Wine and distilled alcoholic beverages .....	4	5	4	5
519	Miscellaneous nondurable goods .....	210	198	190	184
5191	Farm supplies .....	146	135	132	125
5192	Books, periodicals, and newspapers .....	12	9	12	9
5193	Flowers, nursery stock, and florists' supplies .....	4	10	4	10
5194	Tobacco and tobacco products .....	10	11	9	11
5198	Paints, varnishes and supplies .....	4	13	4	13
5199	Nondurable goods, n.e.c. ....	34	20	29	16

# Publication Program

## 1992 CENSUS OF WHOLESALE TRADE

Publications of the 1992 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services, Bureau of the Census, Washington, DC 20233-8300. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports and compact disc-read only memory (CD-ROM).

### Final Reports

#### Geographic area series—52 reports (WC92-A-1 to -52)

A separate paperbound report containing data for establishments with payroll is published for each State, the District of Columbia, and the United States. Each report presents general statistics for establishments with payroll, on number of establishments, sales, payroll, employment, operating expenses, and inventories. At the State level, data also are presented separately for the following types of wholesale operations: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1992 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1987 and 1992 also are shown by kind of business.

#### Subject series—4 reports (WC92-S-1 to -4)

The *Establishment and Firm Size* report (WC92-S-1) presents data for establishments with payroll, based on size of establishment, size of company or firm, and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

The *Measures of Value Produced, Capital Expenditures, Depreciable Assets, and Operating Expenses* report (WC92-S-2) presents data on measures of value produced, capital expenditures, depreciable assets, and operating expenses for firms with payroll

for the United States by major kinds of business. Measures of value produced include gross margin, value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc. Sales, purchases, and beginning and ending inventories data also are provided.

The *Commodity Line Sales* report (WC92-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MA's and 15 selected States will be available on electronic media only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percentage of the line sold by various kinds of wholesale businesses.

The *Miscellaneous Subjects* report (WC92-S-4) contains data by kind of business on employment by principal activity; sales by class of customer; inventory valuation methods; commissions and gross selling value of business conducted for others by agents and brokers; gross margins, gross profits, and their components; and on petroleum bulk stations and terminals. Data are presented for the United States as a whole; for petroleum bulk stations and terminals, States, and counties.

### Electronic Media

All data included in the printed reports are available on CD-ROM. The CD-ROM's provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC92-S-3). Electronic media products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services, Bureau of the Census, Washington, DC 20233-8300.

## OTHER ECONOMIC CENSUS REPORTS

Data on retail trade, service industries, transportation, communications, utilities, financial, insurance, real estate, construction industries, manufactures, mineral industries, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1992 Economic Census. A separate series of reports covers the census of outlying areas: Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services, Bureau of the Census, Washington, DC 20233-8300.